Vol. II OCTOBER, 1921 No. 1

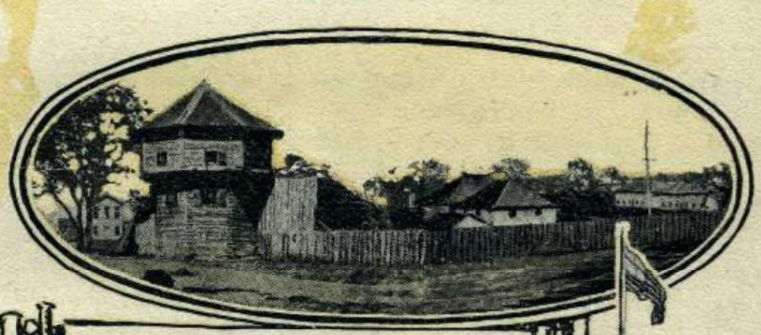
The Beaver

A Journal of Progress

H.B.C. paddle wheel steamer "Beaver," built in 1835, which took part in the founding of Victoria.

VICTORIA

THE NEWEST LINK IN H·B·C CHAIN of STORES



Above—Fort Victoria, built in 1843 by Chief Factor Sir James Douglas, of H.B.C.
Below—The great new store of today.

Devoted to The Interests of Those Who Serve The Hudson's Bay Company

The Grading of Furs for H.B.C. London Auctions

How Raw Pelts from the Canadian Northland Are Sorted and Catalogued—Three Generations of Fur Graders

By J. D. J. FORBES, *London Fur Warehouse*

THE Company's reputation for fair dealing, which has been maintained unimpaired for two and a half centuries amongst the Canadian Indians, has its counterpart in the prestige attaching to their fur collections. Skin merchants and fur dealers throughout the world have every confidence in the Company's assortment, and it is by general consent that their auction of fine furs always takes precedence at the London sales. Apart from the fact that the Company is regarded as the doyen of the fur trade, the high esteem in which its catalogue is held is an asset of the utmost value, that has been of the greatest service in the past and is of first-rate importance for the future.

The Company's great traditions are largely the result of the faithful labours of many men continued from generation to generation, as witness the history of the fur departmental chiefs during the past eighty years. In the year 1840 John Rendall, who had joined the Company's service twenty years earlier, having left his native Orkney for the shores of Hudson Bay in 1820, came to England on furlough and was appointed to the chief clerkship in the London fur warehouse. (At this period the warehouse was situated in Fenchurch Street, not far from London Bridge and close to the River Thames, up which the Company's ships bore their annual cargoes of Canadian pelts). For nearly thirty years he superintended its operations and guarded its treasures until in 1868 the warehouse was transferred to its present site in Lime Street.

With the change John Rendall retired in favour of his son, John G. Rendall who thereupon became superintendent and retained the appointment until he died in harness forty-three years later (1911). Following his father and grandfather, James H. Rendall became superintendent of the fur warehouse, and was later made warehouse keeper, when that appointment fell vacant, owing to the retirement of the broker who had previously filled the dual position.

This continuity of family service, which was far from being abnormal in old-established businesses of any magnitude during the 19th century, ensured the preservation of a high standard in regard to the assortment of furs. It became a matter of personal honour to see that all the manifold warehouse activities, especially those connected with the housing or opening up of fur packs, the counting and sorting of the various skins and the preparation and checking of the sale lots were done as accurately and as thoroughly as human energy and foresight could ensure. In these circumstances it is little wonder that the Company's standards and methods came to be known and appreciated in the fur trade to such an extent that buyers would (and will) confidently purchase very considerable quantities of fur without ever inspecting the lots.

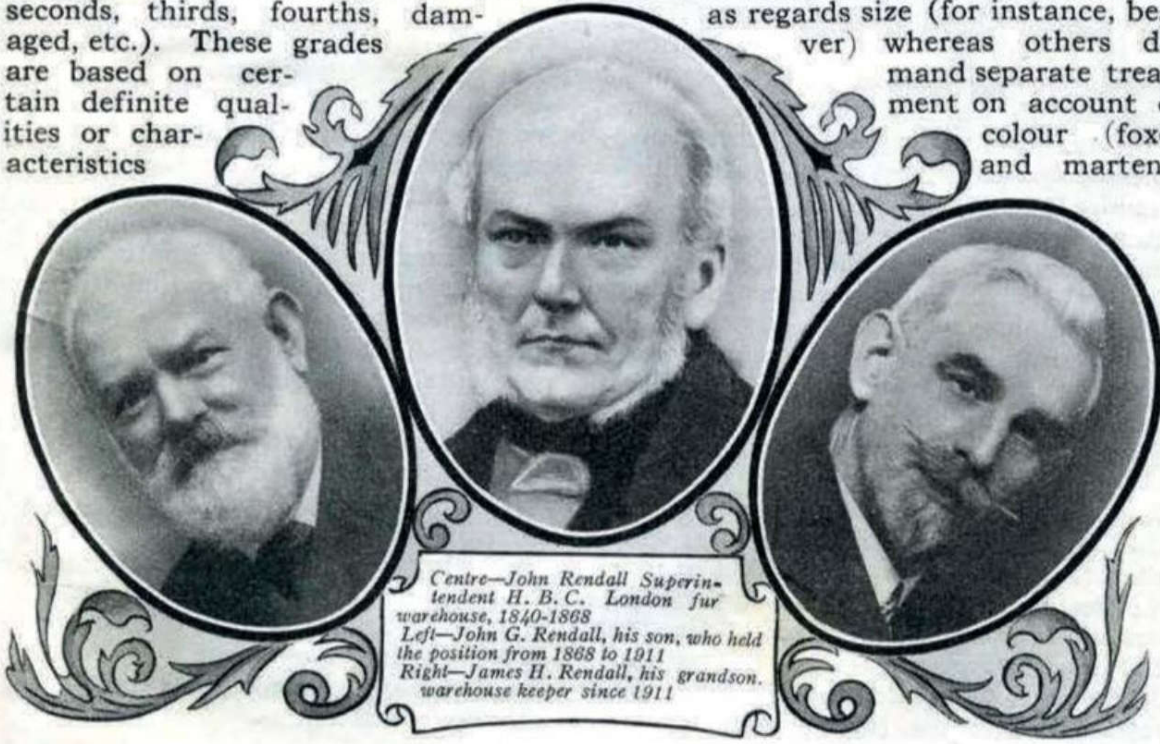
To understand aright the operations of the fur warehouse the significance of the Company's fur sale catalogue must be grasped, since it embodies in a concise manner the results of weeks and months of careful preparation, and its compilation is the objective towards which all warehouse activities are directed. In brief the catalogue is the official guide to the contents of the Company's fur collection. It is necessarily a technical production, drawn up by experts for the information of the initiated, and therefore liable to leave the layman somewhat bewildered after its perusal. Actually it is as simple and as fool-proof as experience can devise, but its simplicity is apt to prove deceptive for the reason that all unnecessary printing and needless repetition has to be avoided to provide adequate space for any notes buyers may wish to make when valuing the lots.

The Company's catalogue, in accord-

ance with the usual practice, bears on its front page a note of the time and place of sale, as well as particulars of the quantities of the various furs to be offered. Inside the cover are found the conditions of sale, and then follows the list of lots. (The order in which the various descriptions of the furs, beaver, musquash, etc., are put up for sale may at first sight appear to be arbitrary, but is really determined by considerations of convenience connected with the actual sale procedure which need not be dealt with here). A glance at almost any page of the catalogue will show that there are four main columns on each: the first shows the "mark" (YF, MKR, EB, etc,) which indicates roughly the district of origin of skins included in the lots to which it refers; the second shows the lot number; the third the actual number of skins comprised in the lot; and the last column indicates, where necessary, the grades of the skins thus lotted. As a further guide the catalogue is divided up into "strings" by horizontal lines or rules separating lots of one category from the lot or lots in the next. Experienced buyers know that all lots included in a "string" are of equal assortment and value, and much time is thereby saved both during inspection and selling.

On further examination of the catalogue, it will be seen that most furs are divided into several grades (firsts, seconds, thirds, fourths, damaged, etc.). These grades are based on certain definite qualities or characteristics possessed by the various skins; when sorted a skin is allotted to the grade which includes skins possessing characteristics similar to its own. The grading adopted is standardised for any given fur, but it does not follow that the same actual divisions will apply to the sorting of every species, although it is broadly true that a similar standard is applied to all. The important point, however, is that the same standards are in use continuously, which enables comparisons to be made easily and with confidence between one sale offering and another. Should it be desirable, as has actually happened in recent years, to vary the standards referred to, due notice is given to the trade so that the necessary allowances can be made, and the new standard then replaces the former sorting in subsequent catalogues.

Turning now to the actual handling of furs in the warehouse, it will be apparent that different methods will be required in accordance with the marked differences in the furs themselves. For instance, it is quite impossible to treat large heavy-pelted articles such as bears in the same manner as small delicate skins such as ermine. In point of fact it is found hardly necessary to grade the latter at all beyond taking out skins that may be damaged by worms and seeing that the lots are properly equalized. Then again some furs require to be specially graded as regards size (for instance, beaver) whereas others demand separate treatment on account of colour (foxes and marten).



Centre—John Rendall Superintendent H. B. C. London fur warehouse, 1840-1868
Left—John G. Rendall, his son, who held the position from 1868 to 1911
Right—James H. Rendall, his grandson, warehouse keeper since 1911

Another consideration which has an important bearing on the grading of furs is their value: obviously, furs in plentiful supply and of relatively small intrinsic value such as musquash, of which many pelts are required to produce the ultimate fur garment, have to be treated quite differently from choice pelts such as the rare silver fox, every individual specimen of which requires to be judged upon its merits and is therefore lotted separately.

Furs vary in quality according to the season of the year in which they are taken—this being perhaps the one characteristic that applies equally to all. Broadly speaking, it may be said that animals caught in the height of winter will have better and more plentiful fur than those taken out of season. This fact is sufficient of itself to provide what may be termed a natural division as regards quality. Then, some furs are carefully handled by the hunters or trappers and show very little signs of damage in consequence, while others are badly shot or mauled in some way and have to be lotted separately. Natural imperfections, such as bare patches or defective top hair due perhaps to the animal rubbing itself against some hard object, must also be considered in assigning the skin to its proper grade.

As regards colour, discrimination has to be made in sorting most varieties of fur; the range of colours in some cases (e. g., marten) would astonish most folk, as hues of all shades are met with from intensely dark, almost black to orange and nearly white-haired skins. Skins that are suitable for use in their natural shades are separated from those which require the dyers' art to make them attractive, the latter being as a rule the less valuable. For the rather trying task of classifying furs according to their colours a good steady light is indispensable; sunshine is useless, and artificial illumination is apt to be misleading; the best light is that obtained from a window or skylight facing north.

It may be said in passing that raw furs are received in one of three states: they may be either opened out flat with the fur on one side and the skin or pelt on the other, e. g., beaver and bears; or they may be what is termed "cased in the hair," which means that the natural dimensions of the animal's skin are retained, with the fur showing outside and the pelt within; or this may be reversed and the fur be practically invisible inside whilst the pelt itself is entirely exposed. In the first case both pelt and fur can be readily examined and any defects detected; in the second case superficial damage to the fur is easily seen; and in the third case trained judgment is usually necessary to determine the quality of the fur by a close examination of the pelt. This last method of handling, by the way, affords the greatest protection to the fur and is therefore favoured.

An aged Chipewyan squaw weaving a knife-sheaf of porcupine quills. The northern Indians are adept at this art, producing numerous objects of utility such as moccasins, fire-bags, gauntlets, girdles and jackets which are decorated with varicolored designs executed in quill work.

It must be borne in mind when all is said and done that the Company deals with furs in their raw state, and that in consequence the sorting and grading though carried out with every care so as to ensure that a constant standard is maintained, must not be confused with the matching which is required after the skins have been dressed and prepared for the furrier to work up into fur garments. Matching dressed furs is a special branch of the trade, and in comparison the sorting of raw furs can only be termed "rough grading." It is essential, however, that it should be thoroughly reliable and that the recognized standard should be maintained from year to year if the trade is to place any reliance upon the assortment, and that this is achieved in the case of the Company's catalogue is universally acknowledged.

New H.B.C. Department Store Opened at Victoria

Simplicity Marks Dedication of Classic Five-Story Structure—Old Associations Cemented With City of Victoria

By A. S. WOOLLARD, Associate Editor

THE magnificent new department store of the Hudson's Bay Company at Victoria, B.C., the tenth in a chain of stores operated by the Company between the Great Lakes and the Pacific coast, was formally opened September 19th.

Without ceremony or ostentation, the new store threw open its doors at nine o'clock on Monday morning. Numbers of eager purchasers and sightseers who had been awaiting the hour entered the building immediately. Salespeople who had been carefully trained for several weeks were at their posts. Cash registers were soon heard ringing throughout the lower floor.

As the throng grew, the crowd gradually spread itself over the upper floors of the building until every department of the store had its quota of visitors and customers. In a few minutes after the opening, business was being carried on as if the store had been in existence in the city for years. Details of management had been worked out so exactly that there was not a hitch in the proceedings.

An incident of especial interest was the first purchase of goods in the new store, made by Mrs. S. T. Hastings, wife of "Oregon" Hastings, who, it developed, had been one of the first customers at the Company's Wharf street store, Victoria, when it was opened in 1859, sixty-two years ago. The coincidence was entirely unknown to H.B.C. officials until, after having made the first purchase in the new store, Mrs. Hastings came to see Mr. James Thomson, whom she had known during his fifteen years as chief officer of the Company in British Columbia.

At 11 o'clock on the morning of the opening, presentations were made by Sir Augustus Nanton, on behalf of the Company's employees, of a beautiful silver fox fur piece to Mrs. H. E. Burbidge and of a player piano and illuminated address to Mr. Burbidge, retiring stores commissioner.

At the luncheon, held in the new store's "Victorian" dining room, more than two hundred prominent citizens of Victoria and other parts of the Dominion were present. Sir Augustus Nanton presided, and among the guests were:

Lieutenant-Governor Walter C. Nichol, of B.C.; Premier Oliver and members of the cabinet; Hon. Dr. Tolmie; E. W. Beatty, K.C., president of the Canadian Pacific Railway; Senator Beique, director of the Canadian Pacific Railway; Sir Herbert S. Holt, director and member of the executive committee of the C. P. R.; D. C. Coleman, vice-president of the C. P. R. for western lines; Brigadier-General Nanton of Winnipeg; James Thomson, formerly fur trade and land commissioner for H.B.C; Mayor Porter, of Victoria; Reeves and Councillors of the neighboring municipalities; the heads of the big local department stores and other business and professional men.

The luncheon was a great success from every point of view. The service was beyond criticism and the large party of guests enjoyed the repast, the excellent programme rendered by the orchestra and the charming view from the leaded windows of the great dining room.

After the royal toast, Sir Augustus Nanton proposed the toast to the "Province of British Columbia," which was replied to by the Hon. W. C. Nichol, lieutenant governor. Mr. Edward Fitz-Gerald, deputy chairman of the Canadian advisory committee, proposed the toast, "The City of Victoria", and this was replied to by Mayor Porter.

In proposing the toast to the Company, President Beatty, of the Canadian Pacific Railway, said:

"The directors of the company, Mr. Coleman and myself, consider ourselves very fortunate in being in Victoria on the occasion of this new evidence of the Hudson's Bay Company's progress and mark of confidence in the development of Vancouver Island indicated by the opening of this magnificent store," said Mr. Beatty.

"There is something very impressive in the steady epxansion of this, the oldest corporation in Canada.

"One of my earliest recollections as a law student over twenty years ago was the preparation of a petition granting 'The Gentlemen Adventurers of England' trading into Hudson's Bay the right to do business in the province of Ontario under the statute then known as the 'Extra Provincial Companies Act.' In their case it was a pure technicality in order to comply with the local statute and did not involve the suggestion that their extensive charter rights were in any way insufficient.

"On that occasion I had the opportunity of perusing this remarkable document and I was impressed by its simplicity and its comprehensiveness, and, in view of the period in which it was issued, I marvelled at the courage and the hardihood of those who initiated the enterprise.

"The Hudson's Bay Company possessed among its personnel at its inception men of great spirit and adventure. They have never ceased to produce strong men, strong tobacco and strong liquor. Their early officers were men of great hardihood, great confidence and wide vision.

"When we see the monuments raised in the way of modern buildings and modern developments of old enterprises, we are apt to forget the pioneer who made it possible and the hardships and dangers he cheerfully underwent in order to make this future development possible.

"We are apt to take it as a matter of course and we overlook the sacrifices of earlier days, without which this development would not be possible and so if this new evidence of the progressiveness of the Hudson's Bay Company is accepted by us as the logical result of modern expansion we should not forget that the credit of it is divided between those whose perspective was so wide as to permit of the inception of the enterprise and those whose wisdom and confidence in Canada expressed themselves in this appropriate development over two hundred and fifty years later.

"The Hudson's Bay Company has always been fortunate in being presided over by men, both here and abroad, who were firm believers in Canada and Canada's future.

"They are particularly fortunate in the personnel of their present administrative body. In Sir August Nanton and his associates Canada is fortunate in possessing men who are not only true Canadians in every sense of the word but whose characters are such as to inspire the respect and admiration and affection of all those with whom they come in contact.

"No greater evidence of the character of the company and the nature of its activities can be given than that supplied by the personalities of its officers, and no greater tribute to the sagacity of the present administrators and of the spirit which permeates the whole organization than this new step in its development."

"We know that the spirit of enterprise and of faith which actuated its pioneers still prevails in the present administrative and executive heads of the organization. I am sure that you will join with me in wishing the company not only the greatest possible success in this local phase of its activities, but in the comprehensive and varied undertakings with which they are engaged throughout Canada."

In the afternoon the new store's Autumn Fashion Promenade was staged by live models on the second floor before a large crowd of interested spectators, many of whom remarked upon the surprising variety, style and richness of the garments displayed. Later the ladies of the city were guests of the Company at afternoon tea.

The new building is located at a stragetic point in the new shopping district of the capital, fronting on Douglas street and being bounded also by Fisguard and Herald streets. The building is 240 feet in length and 120 feet wide. There are five floors and a mezzanine, 220 feet long by 22 feet wide.

About fifty departments, employing more than two hundred and fifty employees, are housed under the one roof. A feature of especial interest to visitors is the observation tower on the roof, which gives a remarkably fine view of the beautiful environs of this charming city.

Architecturally, the new store is an edifice of splendid design and execution, having been planned and erected along the lines of the most up-to-date department stores on the continent. It embodies the latest ideas in store construction as developed in the greatest mercantile centres of the world.

In opening this new store, H.B.C. is re-assuming mercantile leadership in the city which it founded, on the island which it ruled, as sole governing

authority many years before the formation of the province of British Columbia.

The earliest beginnings of the present-day capital city of the province were in the palisades and bastions of Fort Victoria, erected by Sir James Douglas, a Chief Factor of the Hudson's Bay Company on Camosun harbour in 1843. It was in the Company's famous steamer, the "Beaver" that Douglas, with fifteen men, crossed from Nisqually and landed near an Indian village, the natives of which were much alarmed at the arrival of the vessel. Douglas explained to them the purpose for which he had come and employed many of them to obtain the cedar posts for the palisades.

The building of Fort Victoria was soon followed by the erection of a store which was used both for the wholesale and retail trade during the various memorable "gold rushes" into northern B.C. and the Klondyke.

Merchandise for the store was long brought from England first by the paddle-wheel steamer, the "Beaver," which was built in 1835, and later by the Company's steamer "Otter," which was the first screw-propelled ship on the Pacific coast.

The necessities of the situation had led the Company into building sawmills and steamers, to brick-making and exporting a variety of merchandise. Plans were made for building an H.B.C. railway and laying a telegraph from Victoria to Fort Garry, the present Winnipeg, but as soon as the opportunity offered the Company was prepared to hand over such enterprises to other competent and reliable people.

The contrast between the Company's trading establishment of pioneer days and the great store of today emphasizes the development that has taken place on Vancouver Island since Fort Victoria was founded—and the Company's readiness to facilitate and keep step with progress.

THE EDITOR'S THANK YOU

If your stories and sketches have been used, we thank you. If there wasn't room for us to use them, we thank you anyway for sending them; and don't stop sending, for we need your co-operation on every inch of every page!!!

Canadian Peace Portal Dedicated

Timber From H. B. C. Historic Steamer "Beaver" Built Into Arch

By F. S. GARNER

THE first memorial to peace ever to be erected was dedicated September 6th at the little border towns of Blaine, Washington, and White Rock, B.C. A massive gateway of concrete in the form of an arch commemorates the passing of a hundred years of peace between Great Britain and the United States of America. This symbol of the ideal of concord and amity between two great democracies has been erected at a distance of about 100 yards from high-water mark on the shore of the Pacific ocean, and crossing the border line of the two countries at an oblique angle. Across the plinth on the United States front of the arch is inscribed "Children of a Common Mother," and on the Canadian front, "Brethern Dwelling Together in Unity."

This peace of 100 years has been maintained without fortifications or armies along 3000 miles of border between Canada and the United States.

The "peace arch" is a structure of reinforced concrete, consisting of a solid base upon a foundation of heavy piling, and the supporting walls which are arched over an open space, and rise above it surmounted by a heavy entablature. The arch cost about $40,000.

A portion of a beam from the historic Mayflower is built into the arch. It was obtained in England, and was blessed by Cardinal Mercier, of Belgium. The treaty which brought the war of 1812-14 between the United States and Great Britain to a close was signed at Ghent, Belgium, December 24, 1814. Into the arch is also built a portion of a timber from the historic Hudson's Bay Company's vessel "Beaver," the wreck of which lay for many years on the rocks at Prospect Point. Built in 1835, this vessel was brought around the Horn under barkentine rig. Arrived at Astoria, her boilers were fired and she became the first steamer to ply the Pacific. For many years before she went ashore she plied out of Vancouver in command of Captain Marchant, who is still a popular figure in Vancouver.

Northern Indians Cede 372,-000 Square Miles

Nearly All Mackenzie Natives Give Up Ancestral Rights and "Take Treaty."

As a result of the work of the government treaty party, which has been in the northland during the summer, 372,000 square miles of territory has been ceded by the various Indian tribes to the crown, and about 1900 Indians who hitherto had not been reached have signified their willingness to accept the government bounty.

Mr. Conroy went as far north as Fort McPherson, in the Arctic, travelling in a specially constructed houseboat which was supplied by the H.B.C. This vessel was pushed by the H.B.C. gas boat "Hubaco," and in every way the new method of travel was quite satisfactory, states the Indian commissioner.

An escort was furnished by the Royal Canadian Mounted Police in the persons of Inspector Bruce and constables Wood and Campbell, the latter attending to the large amount of clerical work necessary to the various transactions completed.

Word had been sent down to the north last winter to the effect that the treaty party was coming, and all along the route the Indians were eagerly awaiting the arrival of the dispensers of the government gratuity. In addition to the Indians, the half-breeds were dealt with, these receiving their gratuity in one lump sum of $240, while the Indian bonus consisted of $7 down and a life gratuity of $5 per annum. In addition to this, the government supplies a certain amount of food for the sick and destitute as well as ammunition and fishing tackle, in return for which the Indians cede to the Crown all their rights to the land of forefathers, for "as long as the sun shines and the grass grows."

There is nothing spectacular about the payment of the treaty, Mr. Conroy states, and long-winded speeches by the Indians, tom-tom concerts and tea-dances are strictly taboo. Nothing but straight business goes, and the natives have been made to understand this clearly. The first procedure on the arrival of the treaty party is to pick a chief, who signs the documents for the whole tribe and who is personally responsible.

Returning from Fort McPherson, the steamer "Liard River" of the H.B.C. fleet, was met by appointment at Fort Norman, and from there on took charge of the houseboat, until Hay River was reached. Arrived there Mr. Conroy and the escort transferred to the schooner "Fort Rae" and on this vessel traversed the uncertain waters of the Great Slave lake to Fort Rae on the northwest arm of the big lake, the trip being accomplished in about a day and a half.

The Indians at Fort Rae are the largest band in the north, numbering about 800 people and are principally of the Dogrib tribe with a few Yellowknives. Their hunting grounds are in the Barren Lands from Rae to the north end of the Great Bear lake.

It was found impossible to make the journey up the Liard River this year to pay the Indians on that and the Nelson rivers, but this territory will be covered next year, and when these tribes are included in the payments, the whole of the northern natives will be participants in the treaty.

R. J. C. Handford to York

With the termination of the Company's export business (headquarters at Montreal), Mr. R. J. C. Handford was transferred into the fur trade department and proceeded to York Factory on Hudson Bay as accountant as from 1st September.

Let's Be Thoroughbreds

The Baldwin Locomotive Works got an order for a monster locomotive. It was shipped in fifteen days.

"How did you do it?" one of the officials was asked.

"Organization," he responded. "Organization is the art of getting men to respond like thoroughbreds. When you cluck to a thoroughbred he gives you all the speed of heart and sinew he has in him. When you cluck to a jackass he kicks."

Reminiscences of an H.B.C. Fur Trade Factor

Sixty Years of Adventure and Service in Various Sections of the Far North West

By H. J. MOBERLY

Author's Note—At the request of a number of friends who know that my experience in this country of the Canadian Northwest dates from the old days of the Red River carts, pack horses, dog trains, York boats, canoes and the pack mule trains of the mountains, to these times of railroads, steamboats, wagon roads, cities, towns, villages and farms covering the country in every direction—to say nothing of telegraphs, telephones, steel bridges, electric lighting and all the other conveniences of the civilization of today—I have determined to furnish "The Beaver" with an account of my adventures, with some description of the country in the times which have passed. Having so many years to look back, my readers must make allowances if sometimes my story seems rather disconnected, for I write from memory, and just as these things come to mind.

I have observed in a great number of the books of adventure I have read in my time that authors delight in introducing hunting incidents that, to say the least, could never have happened. This author assures his readers that no anecdotes will be found in his articles for the truth of which he cannot vouch.

I have killed a great many animals of various kinds in this country, including over a hundred moose, and as many bear—black, brown and grizzly. I have run down and killed every species of animal that remains out in winter—this, of course, on snowshoes.

During the years I was in the Hudson's Bay Company's service, wherever there was "opposition" there was I sent to cope with it. Wherever an Indian camp was likely to be found, I went. Thus I became thoroughly acquainted with the country from York Factory on Hudson Bay to Bella Coula on the Pacific coast, and from the Saskatchewan river to Hay river and Great Slave Lake. And so I hope this will be found improving to such of my readers as wish to know something of the earlier days of this country, and interesting to all readers of the Company's little magazine.

CHAPTER I

I Join the Hudson's Bay Company

AT the age of eighteen, after two years spent in St. Petersburg, Russia, I returned to Ontario, and shortly afterwards met a member of the party that had been sent in search of Sir John Franklin by the overland route, via MacKenzie river.

From his account of the Saskatchewan country, where there were thousands of buffalo, deer everywhere and no restrictive game laws, Indians on the warpath to be encountered, and not a policeman in the whole country, I felt that here of all the world was the very land to suit me. As I had a happy knack of getting out of one scrape but to fall into another, my friends were of the same mind as myself.

Without opposition from them I wrote therefore to Sir George Simpson, who was then governor of the Hudson's Bay Company, requesting to be sent to the Saskatchewan in the service of the Company.

Sometime in January, 1853, I received a reply from Sir George enclosing an engagement to be signed for five years as apprentice clerk, dated from June 1st, 1853, at the usual salary scale, £20, £25, £30, £40 and £50 per annum, and accompanied by the first year's salary of £20.

I was instructed to meet the canoes, which came up from Lachine, near Montreal, every spring, at Sault St. Marie, and was then to travel up north with Sir George.

I might have remained at home till April and yet have arrived in plenty of time, but the desire of getting towards the promised land was too strong for my patience, so I started in February.

At that time the government employed Indians to carry the mail from Penetanguishene, on Georgian Bay, to the Sault. They were required to carry one hundred and eighty pounds of mail matter on each sled or toboggan, besides their grub, cooking outfit and blankets, employing no dogs, but doing

the hauling themselves. For five dollars apiece I hired the two carriers to take myself and outfit as far as Fort la Cloche, a Hudson's Bay post situated on the main land on the north shore of Lake Huron, opposite Manitoulin Island. Here I remained a couple of days with the Indian agent, Captain Ironside, at the Manitou Island. I then crossed over to the main land at the mouth of the La Cloche river, where the Hudson's Bay Company had a Trading Post. This was my first Hudson's Bay Company Trading Post, and here I met the first Hudson's Bay Company officer I had ever seen.

Since that time I have visited every Post from the foothills of the Rocky Mountains down the Saskatchewan and the Nelson to York Factory on the Hudson Bay; again from the source of the Athabasca river to its mouth in Athabasca lake, and from McLeod's lake in British Columbia down the Parsnip and on down the Peace river to where it ends in Great Slave lake; again from the Rocky Mountains down the Fraser river to Soda Creek, and from Methy Portage to Winnipeg and on to Montreal; and at every Post where there was located an old Hudson's Bay officer I was invariably received with hospitality.

I spent a few months at Fort la Cloche waiting for the canoes from Lachine. They came as customary up the Ottawa, thence down the French river to its mouth in Lake Huron and via Manitoulin Island to Fort la Cloche, where they arrived shortly after the opening of navigation. They brought on a letter from Sir George Simpson instructing me to embark and proceed to Sault Ste. Marie, where I was to meet him, his intention being to come there by rail via Chicago.

The canoes were in charge of Mr. Robert Campbell, a commissioned officer who had been a long time at the Hudson's Bay Post on the Yukon, the lower part of Mackenzie, as well as Dease lake and Peel river. He proved a most agreeable companion, and gave me much information about the north.

After some hours' rest we embarked, and made a start for the Sault. I felt myself now really on my way to the coveted land; but I think the description of my trip deserves another chapter.

CHAPTER II

I Travel in the Governor's Canoe

The canoes in which we travelled were made of birchbark and beautifully built. The crew consisted of twelve middlemen, a bowsman and a steersman—fourteen in all. We carried between six and seven thousand pounds weight of luggage, provisions, etc., and two passengers, and were prepared to navigate the big lakes, four in number, in almost any wind. We called at a small Trading Post the Company maintained at the Peak, and then proceeded to the Sault, where they had a large establishment. So far we had fine weather and a most pleasant passage.

On reaching the Sault we found that Sir George and his party had not yet arrived from Chicago, and this being the last link connecting civilization with the north, and the last opportunity the crews would find for desertion or whiskey buying, a strict watch had to be kept on them till they could be camped on a small island out on the lake. Just before they left for the island the officer in charge caught sight of Sir George's Iroquois cook sneaking round the fence, so he directed me to run after him and bring him back.

Off I ran and when out of sight of the house called to the Indian, who stopped at once. I approached him and enquired where he was going. He replied, "to get a bottle to keep the cold out." I handed him a couple of dollars, advising him to get a jar, as likely to do him more good. This questionable proceeding gained me the friendship of all the Iroquois. On my return to the house the officer enquired where the cook was. I replied,"disappeared in the distance." For how was it to be expected that I should be able to catch one of the best runners in Canada, as he was then said to be! Such was the way I obeyed the first order I ever received from a chief factor, whose word was law.

In about a day and a half Sir George appeared, accompanied by an old chief factor, who was on his way to take charge of Fort Garry, together with Judge Johnstone and his family, who were also going to Red River (now Winnipeg), the judge to dispense the law in Assiniboia. As it was evening when they reached our camp, it was

half-past one the following morning before we again made a start.

I then learned how Sir George travelled. He had a picked crew of Iroquois canoemen from Caughanawaga, above Montreal, than whom there are none better in the world. They were dressed in red shirts and trousers of rough serge, held by long red Assomption sashes wrapped around their waists. Sir George and his secretary slept till seven o'clock, that first morning out from the Sault, the crew paddling silently and steadily, except when Sir George, still apparently asleep, raised his arm and slipped his fingers in the water. The steersman no sooner noticed this action than he gave a mighty stroke, all hands followed suit and the canoe simply jumped. At seven to the minute we put ashore for breakfast. In half an hour, whether the breakfast was cooked or not, we re-embarked and proceeded on our course.

The Iroquois enlivened the journey with their old French Canadian boat songs while Sir George dictated to his secretary. Thus we travelled till twelve, when we put ashore for one hour by the watch, then on again till after sunset and camped for the night. Each member of the crew knew his work and did it expeditiously and well. Tents were pitched, supper was cooked and eaten and then all hands turned in.

So in four days we travelled to Fort William by the old canoe route, coasting the north shore of Lake Superior, stopping only for a couple of hours at Michipicoton, where the Company had an important Post.

CHAPTER III

The H. B. C. Council at Fort William

We arrived at Fort William about 10 o'clock a. m. As we drew near into the mouth of the Kaministiquia river, up went the old flag of the Hudson's Bay Company, guns were fired and a crowd—gentlemen, Indians and halfbreeds—gathered on the wharf outside the pickets to welcome the Governor and the officers from Moose Factory on James Bay, from Albany and other intervening Posts between that place and Sault Ste. Marie, who had joined us on our way up Lake Superior.

As Sir George stepped ashore he turned to the head Iroquois guide and announced, "At ten minutes past six o'clock we start." Then to the chief factor in charge, "Council meets at one o'clock; just two and a half hours for talking and feasting, then to business."

Fort William, at this time, was a most important place. Here annually the chief factors and traders in charge of Posts from the Sault to Fort William and north to Moose Factory and Albany, and all inland Posts between those places, met the Governor and held their "pow-wows," settling matters for the coming year.

Before sitting down in council, however, dinner had to be disposed of, and in a wonderfully short space of time. We sat down to dinner—dinner? no, a banquet, one such as, I think, could hardly be provided to-day at any price. There were smoked and salted buffalo tongues and bosses, reindeer tongue from the barren grounds, moose noses and tongues, beaver tails from the woody country, the best of venison, wild duck and geese, fresh trout and white fish, together with a large supply of delicacies from the old world brought by the Governor himself. Sherry and good old port wine, with champagne, were all the drinkables allowed, discipline being very strict in those days.

Each person knew his place at table—the Governor at the head; next, ranging on each side, came the chief factors, and then the clerks, in order of their standing. Next came the apprentice clerks—all above the Sault—and below, the post managers and interpreters took their places. The way the eatables and drinkables disappeared was wonderful. Sir George, who was fond of a quiet joke, played a very good one at the expense of the officers and my unworthy self. Suspecting that I did not know the difference between an apprentice clerk and a chief factor, he had introduced me as the new chief factor of Saskatchewan, first posting the officers we had travelled with.

Those not in the secret were convinced that a youngster like me, to be a chief factor, must be at least the son of one of the largest shareholders of the Company, who had suddenly died and left me all his shares. I was seated among the "big bugs," and to

carry out the joke, Sir George took wine with me before anyone else, and that settled it, though I myself thought that it was merely a natural act of courtesy towards a stranger. This joke he carried right through at all the Posts we stopped at till we got to Norway House, at the north end of Lake Winnipeg. Incidentally it did me a lot of good, as it gave me opportunities for becoming very friendly with a number of the commissioned officers, which otherwise might have taken some years to do owing to the strict discipline observed.

At one o'clock all the officers belonging to the district rose and entered the council room, but I remained in company with those men who were on their way east, one of whom had been in charge of the Peace river for a number of years and was retiring. The other two were going out on furlough. One of them had been in British Columbia, the other at Athabasca. I received considerable information from these men, including some racy yarns.

At five o'clock council rose, and was followed by general conversation, till five minutes after six, when Sir George cried, "All aboard."

We proceeded to the wharf where the Iroquois had the canoes loaded. Every man took his place and *at exactly ten minutes after six* we pushed out, in a drizzling rain, much to Judge Johnstone's disgust.

CHAPTER IV

We Arrive at Norway House

Leaving Fort William, we carried on up the river in the rain till a little after nine o'clock. It was still raining when we camped, but the tents once up and supper partaken of we were fairly comfortable, though Judge Johnstone continued to grumble a good deal.

We re-embarked as usual at one o'clock next morning, the weather still disagreeable, half snow and half rain, so that at breakfast time I hoped I should be safe from the consequence of a very bad habit of Governor Simpson's. Every morning at that hour he would strip and take a plunge into the cold water, and as I was loath to be beaten by an old man I had kept him company. This morning proved no exception to the rule, and I could not help feeling that I was a martyr to my chief's vicious habit, though I was bound to admit it was a wholesome enough one.

We travelled in this manner from day to day on the old canoe route up the Kaministiquia river, up the rapids, across Rainy river and Lake of the Woods, stopping a couple of hours at the Post at Rat Portage, and then on down Winnipeg river to Fort Alexander. Fort Alexander was the head Post of Lac la Pluie district. Here we met the chief factor, William Sinclair, who had been in charge for some years but was now appointed to the Saskatchewan district, thus becoming my own commanding officer.

We remained at Fort Alexander for dinner and here I was made the victim of another joke. The governor passed me a dish which I promptly declined. He urged me to try it, but I still refused. At length he asked me why I would not touch it.

"Sir George," I replied, "I may be a green man but you won't catch me eating bear's drippings."

This brought forth a roar of laughter from all sides. Then the governor ate a portion of the delicacy himself, upon which I made bold to try it and to my surprise found it extremely good eating. It proved to be the very best of berry pemmican, made of dried pounded buffalo tongues, marrow fat, sugar and dried saskatoon berries. In appearance it was exactly what I had called it.

After dinner we started off again. When we arrived at Lake Winnipeg it was blowing a fine steady breeze, so we up sail, and with both sails and paddles we drove to the end of the lake without once putting ashore. At meal times the two canoes were brought together, the outside men paddled till the others had fed; they then changed positions, and when all had finished their meal carried on again as before.

I may mention that at Fort William we had exchanged our large "double north" canoes, used on the great lakes for smaller ones that carried between three and four thousand pounds, two passengers and a crew of six, exclusive of guide and steersman. They were called "north canoes," and were about five and a half fathoms long.

The day we left Fort William the

BRITISH COLUMBIA Indians in costumes for the Potlach ceremony, a custom among the west coast tribes consisting in the distribution by a Indian of his property among his friends and neighbors who make equivalent gifts (with interest) in return.

judge growled so much about having to travel in snow and rain and without opportunity for sleep that Sir George was induced to leave him with two canoes that were en route for Red River (Winnipeg) with permission to travel to suit himself.

We proceeded in the usual way, coasting down Lake Winnipeg to the great river at its foot and in due time turned the last point, and came within view of Norway House on an expansion called Playgreen lake, where we were promptly recognized. Up went the well known flag, salutes were fired, not only from the Post but by the canoe brigades and the crews of the York boats from the coast which were encamped on both sides of the river, and also from the Indian tents.

Amid shooting and shouting we landed at this Post, where was to be held the council for the northern department. Here were gathered officers from Saskatchewan, Athabasca, Peace river, Mackenzie river, Isle la Crosse and Churchill river, with their followers, to the number of at least five hundred men of various nationalities, including Scotch, French Canadians, Shetlanders, Norwegians, Indians, and goodness knows what all. On landing we were so overwhelmed with handshakings and questionings that we were glad to escape into the house.

(To be continued.)

Edmonton District a Wealth Bringer

By J. R. McINTOSH, *H.B.C. Land Agent*

ONCE again that part of Alberta lying north of Red Deer has produced one of the heaviest crops in its history. There is little wonder at the renewed tone of optimism which is evidenced on all sides.

The reputation of the Edmonton district as a sure crop producer for forty years is an enviable one, not only in Western Canada but among all agricultural districts on the continent. Moreover, it is the quality and high yield per acre here that appeal to the experienced and patience-tried farmer of older settled districts in Eastern Canada and the United States.

In the case of livestock, a good quality and well-bred animal costs no more to feed than a scrub, while the profits are often two hundred per cent. greater. So it is with the land in the Edmonton district, which if given the same amount of attention in the way of cultivation as is given to land in the older provinces and states, should yield two hundred per cent. more. Surely, with these advantages and a market which nets as much to the farmer here as anywhere else, Edmonton has reason to look for a period of real development and prosperity.

As far as present conditions in the City of Edmonton are concerned, greater confidence and hope for immediate growth and development has not been more noticeable since the Summer of 1912, the time of the break of the "boom." All classes are more optimistic and there is a wish to cooperate among them and an honest endeavor to get back and down to a healthful condition, all realizing that they must make the necessary sacrifice to bring this about.

Of course, the country is still possessed of a few of the spendthrift individuals who run cars which cost $3000 or more while they haven't a chair in their homes as comfortable as the seats in the cheapest motor car made. However, it is noticeable that even this class is prepared to take off their coats and do a little, at least, of honest hard work.

Published Monthly by the Hudson's Bay Company for Their Employees Throughout the Service

The Beaver

"A Journal of Progress"

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Address all communications to Editor, "THE BEAVER," York and Main Streets, Winnipeg, Canada.

Vol. II OCTOBER, 1921 No. 1

A Success

THE COMPANY'S palatial store, opened at Victoria, B.C., on September 19th, already has met with the success that it deserved.

It is not a merely beautiful shell—it has "insides."

We were much interested to examine the merchandise and weigh the values offered by this latest H.B.C. store and we are convinced that a finer achievement even than the erection and fitting out of the magnificent store edifice itself has been the admirable work of the manager, buyers, display and advertising men.

The goods offered are unusually fine. The prices are exceptionally low. The selling appeal to the public is being masterfully done; the staff service is a true interpretation to Victorians of the Company's trading policy.

A store operating on these lines *compels* Success. The management is to be congratulated.

Rivets

AN old-timer asked a group of youngsters what each considered the most important single element in an ocean liner.

One replied, "the boilers." Another thought it was the propeller and a third was sure it must be the compass.

But the old-timer said: "No, the *rivets* are the important element. Sails would replace the power plant. The sun and stars would be good enough to lay a course by. A wooden sweep would make a rudder—but without *rivets* there could not be a ship."

They make a unit of the basic structure.

The success of the Company has been the rivets—the unnoticed parts that hold the plates of organizatoin together. If the rivets had not been loyal and true and strong the good old ship H.B.C. could not have traversed the tempestuous seas through which it has come with flying colours to the harbour of Today.

What Are Your Wants?

You may measure a man by his wants. The poor plodder has few wants, expects but little, and generally gets no more than he expects.

The successful man has many wants—good home, good clothes, good company, wealth, power and fame. Now, these many wants are not the *outgrowth* of his success—*but the cause of it*.

The satisfied man never gets anywhere. Nations whose standards of living are low, are sluggish and backward. Nations which have reached the state of development which demands good things in many varieties are the progressive and successful ones.

By *wants*—not *wishes*—although the wish is father to the want; but a desire so strong that its owner will willingly pay the price for it—by work, by thrift, by self-denial and suffering.

It is such wants as these that keep man and nations moving forward and upward. Human wants are back of all human progress, and the moment that wants stop increasing in number and variety, progress ceases.

Don't be afraid to want a great number of good, healthy things. That is the first forward step to success. Then start out, work for them and get them—for wistful wishing and watchful waiting will not bring them to you.

If you want *more*, you'll work *more*. More work will make you of greater value, and bring you greater reward.

Are You That Man?

THE man for whom every employer of men is searching everywhere and always is the man who will accept the responsibility for the work he has to do—who will not lean at every point upon his superior for additional instructions, advice or encouragement.

There is no more valuable subordinate than the man to whom you can give a piece of work and then forget about it, in the confident expectation that the next time it is brought to your attention it will come in the form of a report that the thing has been done. When this self-reliant quality is joined to executive power, loyalty and common sense, the result is a man whom you can trust.

On the other hand, there is no greater nuisance to a man heavily burdened with the direction of affairs than a weak-backed assistant who is continually trying to get his superior to do his work for him on the feeble plea that he thought the chief would like to decide this or that himself. The man to whom an executive is most grateful, the man whom he will work hardest and value most, is the man who accepts responsibility willingly.

An Appreciation

THANKS again to all H.B.C. people at branches west of Winnipeg for the conspicuous kindness and hospitality shown us on our recent journey to the coast. The splendid spirit of co-operation manifested everywhere by the Company's people on many an occasion warmed the cockles of our heart.

Along the transcontinentals or beyond the end of steel, we have always found it the same—it would be an out-of-the-way place indeed in Canada where a Hudson's Bay man would fail to find the companionship and help of some of his own kind—members of the Great Fraternity of H.B.C. Make no mistake—this "loyal and ancient order" of H.B. men is still very much alive.

Travel along the highways and by-ways of this vast Dominion and you'll have more than one occasion to take comfort in the fact that you belong to H.B.C.

CAPTAIN McLEOD of the Hudson's Bay Company's river steamer "Fort McMurray," snapped by Mr. J. G. M. Christie while en route toFort FitzGerald on theAthabasca

One Year Old

OUR little magazine has its first birthday this month; *The Beaver* is one year old.

Starting off as an exceptionally healthy "child," it has not required much "nursing." With so many solicitious and faithful attendants always about, the youngster quickly d veloped considerable stature, learned to walk without delay and at twelve months of age is already looking forward to a distinguished career of usefulness in the Company's service. Watch us grow.

Looking Ahead

By O. S. Rappold

THERE are many more things to be achieved than have already been accomplished. The larger achievements awaiting you out there in the future have a fixed price for their accomplishment. What do you offer? Do you do your work in the best possible manner, and are you willing to devote a portion of your leisure time to the study of your vocation?

To the person who is looking ahead the hope of tomorrow is the greatest incentive in his life.

BAFFIN'S BAY

By Supercargo

'Twas on the good ship Cuspidor we sailed for Baffin's Bay;
We tied her to the ocean while the bulwarks ate some hay.
The captain said, "We'll tie the ship whatever else betide,"
Then he drank a quart of gasoline with whisky on the side—
He had lost his breath, but soon it was restored.

Avast! Belay! We're off for Baffin's Bay;
We couldn't find the pole because the barber'd moved away.
The ship grew cold—we thought it had the grip,
So the painter put three coats upon the ship, hip, hip,
Hooray, for Baffin's Bay!

Two friendly whales got in our net—we saw they were insane—
But one began to blubber, he had water on the brain.
The bull whale said, "Soapine, I love you best of all the whales."
Soapine said, "Hush, don't talk so loud, the fishes carry tails."
So the bull whale kissed her with a fishing smack.

It was midnight on the ocean, it was one beside the dock,
But by the larboard watch 'twas only half-past nine o'clock.
The captain said, "Unhitch the mules, we're going thru the lock."
So the bo'sun took the starboard watch and put her right in hock,
'Cause the good ship didn't have a centaboard.

Godsell Takes a Wife North

PHILIP Henry Godsell, Hudson's Bay Company's inspector for the Mackenzie-Athabasca district, was married to Miss Jeane Turner, daughter of Mr. and Mrs. Andrew Turner, 584 Machray Avenue, September 29th, at All Saints' church, Winnipeg.

This is the consummation of a romance which began about eighteen months ago, when Mr. Godsell was transferred from Long Lake to Winnipeg to arrange the details of the Red River Pageant, Miss Turner being then employed in the land department.

The happy couple will carry with them to their home in the far north the best wishes of their friends, inside and outside the service, for their future happiness. They will make their home at Fort Smith on the Slave river, 536 miles north of Edmonton.

Keewatin District News

Congratulations to Mr. and Mrs. A. W. Anderson, of God's Lake Post, on the birth of a son on June 28th, 1921. The young fur trader has been named Antony Booth Anderson.

Mrs. A. C. Clark, of Split Lake Post, spent several weeks in Winnipeg recently visiting friends.

Mr. J. Bartleman, district manager, returned to Winnipeg on Tuesday, 16th August, after spending two months in the interior visiting various Posts in the district. He reports heavy rains and high water in the rivers.

C. H. M. Gordon, of Cross Lake Post, was compelled to proceed to Winnipeg on account of ill health and obtain medical advice. After receiving medical advice he finds he is still able for further service and has been placed in charge of Fort Alexander.

Mr. and Mrs. R. A. Talbot, of Norway House Post, spent a week in Winnipeg last month.

Mr. J. R. Moar, of Little Grand Rapids Post, recently visited Winnipeg for the first time in several years.

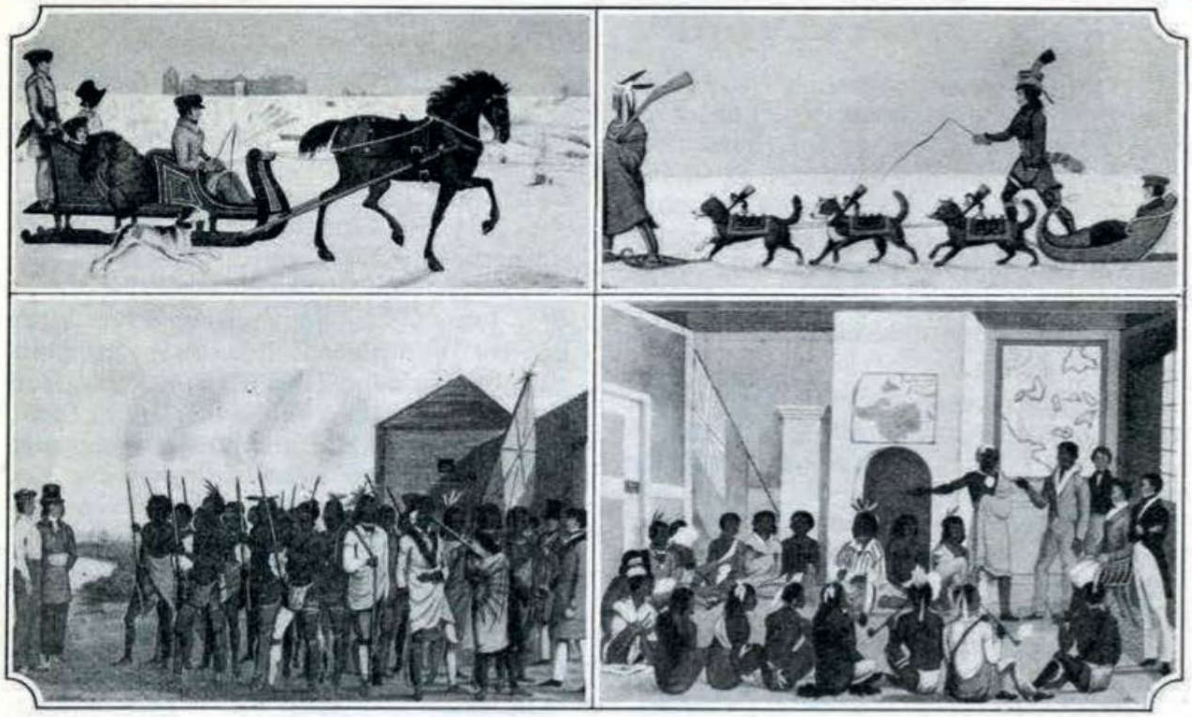
Mr. and Mrs J. M. Cran left Winnipeg on the 7th September on their way to God's Lake Post to relieve Mr. A. W. Anderson, who is being transferred to Cross Lake Post.

Mr. W. A. Murray, recently in charge of Fort Alexander, has been transferred to Nelson House Post.

Mr. W. J. Gamlin, who has recently been temporarily in charge of Fort Alexander Post, has returned to Norway House.

Kindersley Wedding

LADY Kindersley, accompanied by her daughter Miss Peggy Kindersley, of Plaw Hatch Hall, Sussex, England, was expected in Toronto to attend the wedding of her son, Hugh Kindersley, to Miss Nancy Boyd, which will take place this month. Lady Kindersley will be the guest of Sir William Mackenzie at Benvenuto during her stay. Miss Peggy will stay with Miss Adele Boulton.



"VIEWS in Hudson's Bay taken by a Gentleman on the spot in the years 1824 and 1825, illustrative of the customs, manners and costumes of the tribes of the North American Indians amongst whom Captain Franklin passed in his arduous undertaking;" so reads the inscription found with the old colour prints photographed above.

Upper Left—The Governor of the Red River driving his family on the river in a Horse Cariole.

Upper Right—A Gentleman travelling in a Dog Cariole in Hudson's Bay with an Indian.

Lower Left—The Red Lake Chief, with some of his followers arriving at the Red River and visiting the Governor.

Lower Right—The Red Lake Chief making a speech to the Governor of the Red River at Fort Douglas in 1825.

Describing the Merchandise

IF you want the customer to *understand* and *believe* what you say—the proper choice of words is very important.

In describing merchandise the proper use of *descriptive* adjectives is very essential. The following paragraphs give a review of suitable adjectives to use as a means of describing merchandise.

The words beautiful, pretty, nice, good looking, fine, and a number of others are words which are commonly, and in many respects, quite properly used, yet we can add to our vocabulary of descriptive adjectives by learning other words which have a similar meaning. For instance, in place of the word *beautiful* you may use descriptive adjectives which are synonymous, such as *attractive, charming, elegant, exquisite,* and *lovely*.

Instead of the word *pretty,* which is often a good word to use, you may, when you wish to be more specific, use other adjectives such as *dainty, quaint* and *delicate*.

The word *nice* implies fineness of discrimination, meaning oftentimes the quality of a thing. In describing the particular points about your goods you may also use the words *tasteful, neat, tidy, orderly* and *delicate*.

The phase *good looking* is a general term which may, in some instances, be sufficient but at other times you need a term with a more definite meaning. In such cases you may use the words *original, novel, graceful, elaborate, ornamental, handsome, conservative* and *fashionable*.

In place of the word *fine* you may at times be more definite in your description by using adjectives which more clearly indicate your meaning, such as *pleasing, substantial, unique, convenient, smooth, perfect,* and *excellent*.

Unless the customer really wants something cheap, it is not well to say "this is cheap" for the word indicates the lowest in value. It means more when you say "This is a good quality for the money," or, "This is inexpensive."

New H.B.S.S. Fort McMurray

Fort McMurray, Sept. 21st.—The Hudson's Bay steamship Fort McMurray has been tied up for the season and in all probability for good, as this is the last season that the Company intends to operate it. The Company will build a new boat of 225 tons capacity this coming winter, which it is said will be the largest and finest in the north.

This has been a very successful season as far as handling freight is concerned. The volume has been far greater than any previous year and from reliable reports it would look as if the coming year will see a far greater volume pass through McMurray than has passed this year.

Montizambert Post News

Mr. and Mrs. Busch spent their hollidays in the Twin Cities, and report having a good time.

But a great event occured while they were visiting in the cities. A stork left them a fine big baby boy weighing eleven pounds, and the parents are very proud of him.

On their arrival home at Montizambert the baby created great disturbance in the village. Every Indian and squaw came in to see Busch Jr., and some passed remarks as to his resembling Mr. Busch. Many of them said he looked as though he would make a good trader for H. B. C. Although he is very young, he has an intelligent look in his eye.

Moose Factory Rector a Suicide

THE Anglican rector at Moose Factory, on James Bay, Rev. W. Haythornwaite, who was injured recently, ended his suffering with a bullet, according to word just received at Winnipeg from Rev. J. G. Anderson, bishop of the Anglican diocese of Moosemee, who is on a trip to Port Albany. Writing to his wife, Bishop Anderson says the late rector suffered a compound fracture of his shoulder while helping to move a piano, and lay for weeks without medical attendance, the nearest doctor being at Cochrane, 180 miles distant. While crazed with the pain in his shoulder, and delirious, the rector, two weeks ago, escaped from his Indian attendants and shot himself.

Mr. Haythornwaite was principal of the Indian school at Moose Factory. He took an active part in helping the lost American balloonists when they descended in the vicinity of Moose Factory last winter.

H. B. C. Marine and River Transport News

THE H.B.S.S. "Nascopie" arrived September 6th at Port Burwell, Labrador, after completing her annual itinerary in Husdon Bay, and sailed immediately for Cardiff, Wales.

The H.B.S.S. "Baychimo" docked at St. John's on September 21st after having completed her first season's supply work for H.B.C. in the Hudson Straits district. While on her recent voyage around Baffin Island this steamer established two new fur posts for the Company, at Pond's Inlet and Netchalick. The "Baychimo" is proceeding to Montreal to load grain for the United Kingdom.

The fur trade commissioner, Mr. Angus Brabant, sailed September 30th from Montreal aboard the "Minnedosa" for England where he will confer with the Governor and Committee. Mr. Brabant is expected to return to Winnipeg early in November.

N. A. Howland, accountant for Saskatchewan district, retired from the service August 30th and will take up fruit farming in British Columbia. A. B. Cumming, assistant district accountant for Lake Huron, will succeed Mr. Howland.

H.B.C. Fur Men Visit European Sample Rooms

THE following fur trade and wholesale department officers visited the Company's European Sample Rooms at the Calgary store September 19th with a view to improving the assortment of merchandise stocks carried at the Winnipeg depot for H.B.C. fur trade posts:

J. D. MacKenzie—District Manager for Lake Superior.

John Bartleman—District Manager for Keewatin.

Hugh Conn—Post Manager at The Pas.

J. W. McCashin—Post Manager at Peace River.

W. Nairn—Dry Goods Department, Wholesale Depot.

Leslie Laing, until lately post manager at Fort McMurray on the Athabasca, was in Winnipeg on holidays during September, leaving October 1st for Lake Superior district, where he will take up new duties.

WINNIPEG

Retail Store Notes

Rumored But Not Confirmed That a certain young lady of the office met a very promising young farmer while on her vacation. "Nuff said!"

Miss Goodwin, of the mail order department, has taken to patronizing the Winnipeg electric Railway once again after a short period of riding home from the office in a McLaughlin car.

Bert Leckie was seen running around the Board of Trade building late one Saturday evening togged up in overalls, masquerading as a workman.

Mr. Saalfeld, it is rumored, contemplates setting up a department of palmistry and fortune telling in connection with his hair dressing business.

Mr. Arthur Robinson has turned down numerous offers to join the city detective force since he took to frequenting the police court of late.

Messrs. Jones and Robinson, who were in charge of the H.B.C. booth at the Shoppers' Exposition, had many enquiries as to the whereabouts of Smith and Brown.

Miss Doris Earp will be leaving us early in October, the reason being her marriage to Mr. W. Bowman of this city.

Albert Campbell, assistant manager of the grocery department, will be missed around the store now that he has migrated to the coast. Vancouver is the place he and family have gone to in search of better health for Mrs. Campbell.

Miss Bannister Dies

MANY of the older employees of the store will remember the bright and cheery personality of the late Miss Emily Bannister, associated for several years with the Company. After a lingering illness extending over a period of four years she passed away on September 19th, the funeral taking place at St. James cemetery. The many beautiful floral tributes bore silent testimony to the regard and esteem in which she was held by many friends.

Get-Together Meetings On Again

WEDNESDAY, September 14th, marked the re-opening of the weekly get-together meetings of department managers of the store. Several familiar faces were missed, notably those of our late manager, Mr. Sparling, and advertising manager, Mr. Pugsley.

It was good to get together again and talk over conditions of business and plan ahead for Fall and Winter business and store problems, not to mention, of course, our social and sporting activities for the Winter. In this connection Mr. Ogden, of the men's clothing department, was appointed chairman of the retail social committee and we feel the matter is left in very capable hands. He announces the first dance and social of the season will take place at the Fort Garry hotel, Wednesday, October 5th, when all branches of the Company in Winnipeg are expected to get together and enjoy good music, dancing and refreshments.

Let's All Golf

THE fine municipal golf course at Kildonan has proven a very huge success this summer. It has been used extensively by all manner of people, among them quite a few H. B. C. employees. We would suggest all golfing employees getting together early next season and instituting a Hudson's Bay tournament. This kind of thing is a big feature with many of the large firms in Scotland and across the line and makes for much good fellowship as well as developing many fine players.

Miss Della Bens Farewelled

MRS. Hutsell, of the Winnipeg retail office, was hostess at a gathering of the office staff at 160 Chestnut street, September 9th, when Miss Della Bens, formerly assistant accountant, who has left to be married, was presented with a handsome purse. She will reside in Rochester, U. S. A.,as Mrs. Pugsley.

Things That Don't Get You Anywhere

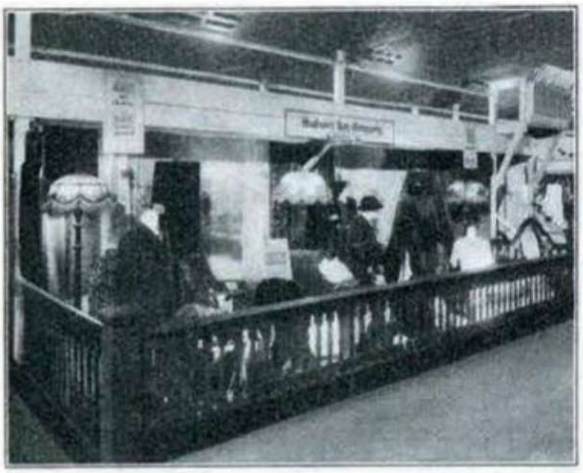
Talking about your Maxwell car at the staff dinner tables.

Hurrying the crowd at the Capitol theatre on Saturday evenings.

Wondering how it is Miss Kennedy does not dine in the staff lunch room these days.

Wondering what Winter sports Miss Budden and Mr. Cunningham will substitute for tennis (?)

Trying to find out where Miss Isabelle Lyon went for her vacation to get such a nice complexion.



H. B. C. Retail Booth at the Exposition

The Winnipeg Shoppers' Exposition

By T. F. REITH

THE week of September 26th to October 1st was a stirring one in Winnipeg, due to the great Shoppers' Exposition held at the Board of Trade building, and allied attractions in connection with this event. The store played a prominent part toward the success of the whole, and being a community effort in which all merchants of the city shared the burdens of expense and preparation to a certain extent, much work was done on our part which was not generally known by the public.

Our "ready-to-wear" float excited much favorable comment on its artistic appearance in the grand style parade. This was a product of our display department, under the direction of Mr. Davison.

A very attractive feature of the exposition was the fashion promenade which took place twice daily upon a specially constructed walk all around the big hall. For this, Hudson's Bay Company provided several young lady models, viz., Miss Hettie Shaw, Miss Dorothy Budden, Miss Lettie Booth and Miss Dean Leonard, all of whom were charmingly arrayed in apparel taken from our own stocks.

Very noticeable was the large booth allotted to a display of H. B. C. merchandise. The Company's products were prominently featured besides much general merchandise. Wallpapers were not content to mingle with our other exhibits, but must needs have a separare booth. This was ably assembled by Mr. Parker and his staff and showed "Seal of Quality" wallpapers to the best advantage.

Throughout the week special displays were placed in all the store windows showing the comparison of this year's low prices with the same goods of a year ago, and in the newspapers the same theme of comparisons was carried through. A novel ad. appeared Tuesday, the 27th, giving a survey of merchandise sold in each department and stating just what percentage of decrease was in force today against prices of same goods a year ago.

The whole scheme namely a city-wide effort to demonstrate to the buying public the fact that "*Your Dollar Buys More*," that prices are down to normal—was a distinct success from start to finish and should do inestimable good in stimulating business this Fall and Winter.

AT NIGHT

By Kennin Hamilton.

Imperial Mixture at elbow,
A roaring fire in the stove,
The Beaver *lying on my lap—*
It's the daily hour that I love.

The frosty window before me
Looks out to the winter night;
Suddenly through its panes
I see a wonderful sight.

Many rainbows glowing together,
Moving brightly in the sky,
Rising to a coloured dome—
Sinking grandly down to die.

I wait each night expectantly
For the greatest of all sights,
And I marvel to behold them—
Those glorious Northern Lights.

Miss L. Foulds, of the fur workroom returned refreshed after a month's vacation and reports a delightful and interesting trip, extending as far as Seattle and Prince Rupert, B. C., and touching the principal points along the route.

Mr. Marvin Davies, of the grocery department, left on September 17th for a visit to the old country, in this case beloved Wales. His wife and boy have been residing over there for the last twelve months and we can just imagine seeing the big fat smiles when Marvin reaches home.

At a shower held recently for one of the office staff the guests were highly entertained by the music, especially the duet rendered by Miss King and Mr. Swain. Their voices blended beautifully and really these musical friends of ours should be encouraged to cultivale their talents and entertain us more frequently.

"Dad" Parkinson, a veteran long service medal holder with eighteen years' service in the carpet section to his credit, is rejoicing these days in the addition to his family of a big bouncing grandson. The first one—hence the joy. Congratulations are in order.

LIFE'S CHANGING AMBITIONS

At Four—To wear pants.
At Eight—To miss Sunday school.
At Twelve—To be premier.
At Fourteen—To wear long pants.
At Eighteen to have monogrammed cigarettes.
At Twenty—To take a show girl out to dinner.
At Twenty-five—To have the price of a dinner.
At Thirty-five—To eat dinner.
At Forty-five—To digest dinner.

Can You Solve It?

IF a man had $100 and he bought one hundred animals with it, how many of each kind of animal would he buy if the prices were as follows:

Cows.....$5.00 each
Sheep..... 3.00 each
Pigs..... .50 each

Two dollars is offered to the first reader sending in correct answer.

Please address all answers to the Puzzle Editor, *The Beaver.*

WHOLESALE DEPOT

The wholesale staff deeply sympathize with Miss C. Norris in her recent bereavement through the death of her brother who was drowned at Detroit, Mich.

Miss J. Gow (Bobbie) is welcome back in our midst after a long illness.

Mr. Fred Ashford, of the city delivery department, left us on September 10th, having purchased a farm at Whitemouth. Mr. T. Croucher takes his place.

Mr. J. B. Poitras (Grocery department) completed ten years' service with the H. B. C. on August 1st.

The H. B. C. wholesale football team organized last April accomplished very good work in the mercantile league considering the calibre of the other teams they were up against. The opposing teams had players of senior standing in other leagues who fortunately had the right to play with mercantile teams whereas the H. B. C. players were playing for the first time together. However, we have no kick coming as our record herewith will show: played 13, won 6, lost 2, drawn 5; goals for, 13; against 12.

W. R. Paul *C. R. Wark* *R. Kane*
W. Patterson *H. Pitts* *M. McDonald*
W. Watson *H. G. Foley* *J. Allen*
Alec Thompson *G. Caslake*
A. E. Nosworthy

H. B. C. Wholesale St. John's Ambulance was formed at a meeting held Sept. 15th. The course will consist of six lectures given under the very capable instruction of Instructor Sgt.-Major E. W. Campbell, late C. A. M. corps overseas, also Sergt. Ft. Garry Division St. John's Ambulance, ably assisted by Mr. E. Cromack. The first two lectures were given on September 21st and 28th when the following men were instructed.

A. H. Brotheridge *W. Pearson*
W. Phelan *F. Tibbs*
H. Garner *P. Ouid*
H. Wells *V. MacDonald*
J. Courtney *G. Prieur*
A. Bruce *G. Eddington*
H. Pitt, *C. Skimmings*
M. Snider *A. Murray*
H. W. Brewer *J. T. Pocock*
R. Findlay *Alec. Thompson*

Curling

THE H. B. C. wholesale curling association held its annual meeting in the general office September 19th, for the purpose of organizing and electing officers for the coming season. Mr. A. Brock was elected chairman for the meeting. The result of election of officers were as follows:

Honorary Patron—Sir Robert M. Kindersley, G. B. E., Governor of H.B.C.
Honorary President—Mr. C. W. Veysey.
President—Mr. J. B. Poitras,
Secretary—Mr. A. Thompson.
Treasurer—Mr. W. A. Edmonds.

A motion was made by Mr. A. H. Brotheridge, seconded by Mr. F. Tibbs, that we again book ice with the Terminal rink. The following members were elected to the ice committee:

Mr. J. Seaborn
Mr. O. Thompson
Mr. A. H. Brotheridge

It was moved and seconded that a rink committee of five persons be elected who shall be the selection committee for the entire season to appoint the skips and select rinks for any competition that we may enter. The following were elected:

Mr. T. Ross *Mr. D. Swan*
Mr. W. Phelan *Mr. J. W. McMicken*
Mr. A. Brock

A suggestion was made with regard to brooms which seemed favorable to the meeting, that each member be supplied with one broom only, and that he shall take care of it himself, instead of keeping them in one kocker as in previous seasons.

With everthing so well organized and a possible membership of fifty-six persons H.B.C. wholesale curlers should enjoy one of their best seasons.

Quoits Tournament

Score—Wholesale.....113
Retail..... 74

Another example of the calibre of wholesale sportsmen as in curling, football or any game, we stand ready to challenge or defeat any branch of the H. B. C. in Winnipeg or the West.

GOING SOME

A Winnipeg barrister to a wealthy client he desired to impress:

"I played Hamlet once."

"Indeed! Did you have much of a run?"

"About six miles, as I remember it."

Mr. and Mrs. Christie Back From North

MR. J. G. M. CHRISTIE and Mrs. Christie, of Toronto, who during the summer made a trip as the Company's guests to Fort McPherson, western Arctic ocean, stopped off in Winnipeg for a few days before returning East early in September.

Mr. Christie is a gold medalist of the Hudson's Bay fur trade service, having served forty-five years up to the time of his retirement from the Company's employ last year. While on the long northern trip Mr. Christie renewed many old acquaintances of thirty years ago at the forts along the Mackenzie river where he served as a young man. Mr. Christie reports that H.B.C. is still looked upon by the northern natives with the old time veneration and trust which he found when employed amongst them.

Eric Gordon Married

A quiet home wedding was celebrated at the residence of the bride's parents, 41 Fawcett avenue, August 26, when Louis Maude, eldest daughter of Major and Mrs. R. L. Worthington, became the wife of Eric Munro, eldest son of C. H. M. Gordon, fur trader, Hudson's Bay Company. Rev. T. Jones Parry, B.A., Ph.D., of Wesley college, performed the ceremony, while the bride was attended by Miss Emily J. Liveley, and the groomsman was E. G. Barker.

Youthful Portraits

PORTRAITS appearing in the August - September number were as follows;

No. 4—F. F. Harker, general manager, Edmonton retail.

No. 5—F. S. Chasey, buyer of men's clothing, Edmonton retail.

No. 6—J. Prest, advertising manager, Edmonton retail.

No. 7—Fletcher Sparling, general manager, Calgary retail.

Notice—"Beaver" Binders

IF you have not already ordered a looseleaf cloth binder cover for your first twelve copies of *The Beaver* (see advertisement in August-September issue) do so now. These handsome binders are being supplied at cost to our readers and remittance with order is requested.

Write for yours TO-DAY with 50c. to Associate Editor at your branch or to Publicity Agent, H.B.C., Winnipeg. Binders are ready this month.

EDMONTON

Miss Katie Riddle, secretary to the assistant manager, was the recipient of a gift of a standard lamp, fancy china and cut glass from the members of the staff upon the eve of her marriage to Mr. J. B. Stobbart of this city. Mr. McKenzie, the assistant manager, made the presentation on behalf of the staff assembled, in which he eulogized the high esteem in which Miss Katie Riddle was held both with the employees as well as the officials of the Company. The happy couple left for a honeymoon trip to Banff and Lake Louise amidst the good wishes of a host of friends.

Mr. Lockey, buyer for the staples section, is away on an extensive trip.

Mr. Stapells, buyer for the home furnishing section, has been wearing a smile of unusual proportions for some time past, the reason being that he is the proud possessor of a plump new baby girl. Congratulations.

Miss Winnie Cox has been transferred from the neckwear department to the infants' department, and is doing fine.

Mr. J. Wright, of the window trimming department, is again back on the job after having met with a painful accident through stumbling over a pile of window fixtures, causing internal injuries.

Miss Peterson has returned to the store after enjoying a three months' vacation at the coast, having visited Vancouver, Victoria and Seattle.

Miss Martin, after one year's absence, has returned and is now in charge of veilings.

Miss Macardell and Mrs. Eyler are two newcomers to the Edmonton store and we welcome them to our family.

Miss Jennie Anton has been transferred from the groceteria to take charge of the tobacco counter.

Miss Edna Alumbauch has been promoted to the millinery department.

Miss McDonald, buyer for the millinery section, is away on a buying trip, visiting the leading fashion centres of the East.

Mr. Johnson, buyer for the shoe section, has returned from a business trip to Vancouver. He reports business only fair in that city and Edmonton looks good to him in spite of everything. *Miss Jean Wray* is the new stenographer in the advertising department, succeeding Miss Goodman.

Mr. McKenzie, assistant manager, paid an important business visit to Calgary and reports business not as brisk as it might be.

Edmonton is indeed fortunate in having such a bumper crop in the surrounding districts, and the activities in the northern oil fields are found to be beneficial.

H. B. C. Baseball Team Won 12 Games

PLAYERS who represent H.B.C. on the baseball team are to be congratulated on the splendid showing they have made during the season, under the manager, F. Smith. Fourteen games were played, which resulted in twelve victories. This is a splendid record considering that all the players have been drawn from the store employees. The team was composed of the following players: Carmichael, Coleman, Ferris, Roberts, Graham, B. Stevens, F. Stevens, Dodge, Bowman and Newman.

Mr. Harker Takes Long Motor Trip

The General Manager spent three weeks motoring from Edmonton to Portland, Oregon. He was accompanied by Mr. P. A. Stone, of the traffic department. He reports a most enjoyable trip, having experienced no mishaps on his long journey.

The Store Sets High Mark in Style Exhibit

By the Editor of The Beaver

EDMONTON store's Fall Fashion Exhibit, September 14th, 15th and 16th, vied with those of Calgary and Vancouver in the splendour and dignity with which it was conducted.

New suits, hats, wraps, afternoon, party and evening dresses and sumptuous Hudson's Bay furs were charmingly displayed by a bevy of pretty models chosen from among the girls of the store, to large crowds at the store and in the Allen Theatre.

A novel and interesting preliminary to the opening were the dances by symbolic figures costumed to represent the basic materials—cotton, wool, silk and fur. The girls who captured the hearts of spectators with these graceful interpretations were: Misses Marjorie Husband, Laura Stevens, June Boyle and Hazel Barker. The heralds were Misses Edna Allumbough and Doris Nelson.

In the store, the exhibit was staged as in a miniature theatre, in front of a proscenium of white enamelled wood with drapings of natural pongee and rose colored cloth embroidered with black velveteen banding. The splendid scenic and lighting effects were arranged by Mr. C. Digney, display manager, while Ad-Man Prest showed great capabilities as stage director and dancing master.

Athabasca-Mackenzie District News

C. C. SINCLAIR, district manager of the Hudson's Bay Company, returned to Edmonton Sept. 10th via the last train from McMurray, after an extensive trip of inspection of the Company's posts as far as Fort McPherson. There are in all thirty-five posts scattered between Edmonton and the Arctic included in Mr. Sinclair's district.

Every summer the annual trip of inspection by District Manager Sinclair is made to check up the trade at the various posts, which include those of the Peace river and the Athabasca district. All are at present operating and preparing for a good season's catch of fur this year.

A. and A. A. Notes

Football—The football team finished their league season as champions of the Intermediate League, Section B, with the following record:

Played 8, won 8, lost 0, drawn 0. Goals for, 32; against, 0. A wonderful record, all games being won by an average score of 4-0.

On playing off with "Shamrocks" (P. Burns & Co.) winners of Section A, for the Ryan cup, we were beaten by 1-0, but the score does not represent the run of the play, as with any luck at all we should have won comfortably.

We had, however, a chance for revenge as we were drawn against this same team in the Charity Shield, and we played them one undecided tie, the game being called on account darkness.

This tie was replayed on Saturday, Sept. 24th, but again the result was against us.

In the 19th Dragoons Cup we were eliminated by the Callies, a senior team, by 3-1, after playing them to a draw—0-0.

Taking all into consideration we have had a most successful season, especially as we have practically confined our team to members of the staff.

We recently took a trip to Camrose and played the team there. Camrose had played various teams in the province and had never been beaten, but our boys got the verdict, 2-1. This nettled Camrose and they asked for a return game here. On Tuesday, Sept. 20th, we met them and the same result prevailed. After the game the two teams sat down to an informal supper in the "Hudsonia" dining room, and the fare provided by Chef Hounsell was greatly appreciated.

H. B. C. to Help Board of Trade

Anxious to see the new quarters of the Edmonton Board of Trade a success the Hudson's Bay Company has agreed to subscribe $1000 to the Edmonton board of trade premises project, when all but this amount of the issue of preferred stock has been taken up. The offer has proven very encouraging to officials of the board, and will be an additional incentive to securing the full subscriptions necessary to finance the operation of the premises.

of all this year.

finance the operation of the premises.

The dancers who represented wool, fur, cotton and silk.

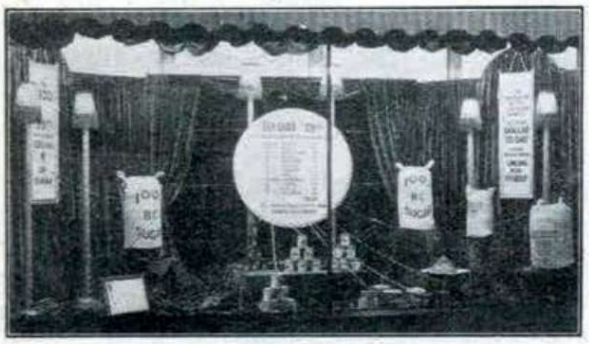
Models of Fashion

THE models who took part in the recent Fall opening of the store have more than justified the reputation which the Edmonton branch holds for staging events successfully and creditably without going outside for talent.

There were two or three new recruits among the twelve models, which we think were a decided acquisition to the show, this being their first appearance.

In conversation with an Eastern manufacturer visiting the city we had great difficulty in convincing him that our models were amateurs, selected from the sales-ladies of the store, and not professionals in the true sense of the word.

The models who added charm to the exhibit and made it so well worth seeing were Mrs. Astley, Mrs. Morley, Miss Hattie Stevens, Miss Lola Hepburn, Miss Etheleen McEwen, Miss Winnie Cox, Miss Opal Jobe, Miss June Boyle and Miss Lauda Stevens.



A CLEVER TRIM at Edmonton Store, showing the gain in the purchasing power of the dollar as far as groceries are concerned. To the right is shown all that

KAMLOOPS STORE NEWS

Miss M. Hartnett, for some time with the ladies' ready-to-wear department at the Vancouver store, has succeeded Miss Smith in charge of our ready-to-wear department, and has the heartiest wishes of all for her success.

Mr. E. Booth, of the men's wear department, paid a visit recently to the H.B.C. European sample rooms at Calgary to make selections for next spring trade, then journeyed on to Regina where he completed the balance of his summer vacation period, arriving home just in time to escape the bad blizzard raging across the prairies, and although it was just a little colder upon his return than ordinarily at this season he was mightly glad to have evaded the snow.

Miss M. E. Barr, formerly with the Hume store at Revelstoke, has charge of our millinery section this season and all join in wishing her a very successful season's business.

The holiday season is nearly over and those who have returned to their duties look better for the change and in good shape to battle with the stormy elements of the coming season's strife for bigger and better business than ever. Too bad though that Mr. Dodman; our manager, and W. H. Madill, of the shoe department, were interrupted in their vacation to return before their time was up to render assistance in the August stocktaking.

Mr. Dodman has received a letter from his son, Robert William, at Fort Norman, en route to Fort Good Hope, on the Mackenzie River, where he has been transferred by the Company, stating that he is having a pleasant journey on the steamer McKenzie River—breakfast in bed, music all day and a pretty girl to talk to—so what could one wish for better than that.

Kamloops appears to be following the lead of most every other place in the country by becoming enthusiastic over golf. A good many of our staff appear to have the bug and we shall

can now be purchased for the price of a sack of sugar one year ago.

shortly look for real "Seal of Quality" play from them.

CALGARY

CALGARY H.B.C. EXTENDS TO MR. FLETCHER SPARLING A VERY HEARTY AND CORDIAL WELCOME ON HIS APPOINTMENT AS GENERAL MANAGER OF THIS STORE.

Miss Dora Powell, formerly of the sales staff of the main floor, has been transferred to the credit office.

Mr. J. H. Hyatt, of the credit office, has been transferred and is now in charge of the C.O.D. office.

Mr. J. McGuire, store superintendent, is rejoicing over the birth of a daughter, Kathleen Mary.

Miss Francis Weds

A very pretty wedding was solemnized at St. Michael's Church, September 1st, when Miss Dorothy Francis, of the credit office, became the bride of Mr. Charles Howell.

After the wedding Mr. and Mrs. Howell left for Vancouver and other coastal cities. On their return they will take up their residence in Calgary.

On August 25th, a miscellaneous shower was given in her honor at the home of Miss Margaret Thompson. The bride-elect was the recipient of many useful and beautiful gifts. A cut glass sugar, cream and tray were presented to her by the accounting and credit office.

P.M.Rennie New Chief Accountant

THE policy of the Company in promoting its own men when possible is again exemplified in the appointment of Mr. P. M. R. Rennie to the chief accountantship of the Calgary store.

Mr. Rennie is an old employee of twelve years' standing and has served the Company at Kamloops, Edmonton,

"Greater Service" Theme at Store Manager's Dinner

By F. R. REEVE

THE store executive and managers gathered on Tuesday, September 6th, at an informal dinner in the Elizebethan rooms to meet Mr. Fletcher Sparling, the new general manager. The dinner was one of those free and easy affairs that usually accomplish much towards a better understanding amongst all concerned.

Mr. Sparling in his address paid deep respect to the "Greater Service Idea," not using the words solely in relationship to the public but enlarging to broader fields, emphasing the fact that over the whole world there is a crying need of a better and more unselfish service toward each other and toward the community. The spirit of the times, said the speaker, was asking "how much service can you give to the betterment of your fellow men?" This thought may be logically extended to our merchandising. Buyers should seek merchandise that will give greater service to the consumer, take even more pains to make sure that goods finally selected will in every way measure up to this standard.

"Greater Service" should be the daily beacon light of every individual on the staff—greater service to the customer, greater service to each other, greater service to the store—every thought, every action, every plan in business hours and out, should be actuated by this principle.

"It is essential, too," continued Mr. Sparling, "that wage earners should give better service—it's the only factor that can maintain present salaries or increase them. We cannot dodge this responsibility; the times demand it and we must render it. No organization can be greater than the average member in it, and the higher our principles and

Vancouver, Calgary and Kenora in the wholesale and mail order branches.

greater service we render—the greater will our Company be."

The Editor Shoots Ducks With Us

By LOU DOLL

WHILE on his visit to Calgary last month, the editor of *The Beaver* joined the associate editor for this branch, Mr. McGuire, superintendent of the store, and the writer in a real old-time Alberta duck hunt.

Mr. Reeve believes that of all sports nothing can equal duck shooting IN ALBERTA, and sympathizing with the editor for living so far away as Winnipeg, we arranged to show the visitor where real mallards grow.

Equipped with waders, the party sloshed through a big slough eighteen miles from Calgary and "put up" about a thousands mallards, spoonbills and teal which, having been extensively shot at by numerous parties for two weeks, flew very high and wild. Unfortunately we arrived too late for the morning flight and couldn't stay for the evening flight.

The kill was not heavy, but it is only fair to admit that the editor secured the largest individual bag of the trip. Mr. J. McGuire, armed with a single barrel "cannon" of huge dimensions, also added his quota to the bag. Modesty forbids that Mr. Reeve or the writer should mention anything concerning their quotas.

A. A. A. Preparing for Busy Social Season

By LOU DOLL

WITH a wonderful golf, outing and sports season drawing to a close the average member of the staff is deeply thinking of the winter season and the social events that will make the colder and darker days seem more alive.

The Athletic Association at Calgary boasts a big increase in membership since the last social season, and keeping this in view the A. A. executive are leaving nothing undone in order to give its members a real live season of social events. As chairman of the social committee it might be well to say that it is a great pleasure to help out in the affairs of the association, especially when one has support and good fellowship not only from an ever-working executive but from the congenial staff as a whole.

Our dances will be run off every two weeks at the Isis Palace, which has been recently set up and converted into the most modern of dance auditoriums. The music for all dances and other social events will be under the personal direction of one of our staff, Mrs. Clarke, who is recognized as one of the best orchestra leaders in the city. Refreshments of a high order are put up by our ever-willing dining room manageress, Miss Beggs.

Miss A. Miller and Miss E. Wadlow, together with Ward Dexter, will be in attendance at all affairs, acting as an introducing committee, and the members of the association along with their friends can rest assured that with these members in charge their wants will be well looked after.

The executive are looking forward to a bigger attendance from the buyers and managers of our staff and with everyone working together for the betterment and popularity of all our affairs we assure one and all that our coming social season will be one grand success from all angles.

My Impressions of Calgary's Great Fall Opening

By the Editor of The Beaver

FALL opening at Calgary for this season was one of the most elaborate and finest ever conducted by any department store anywhere. In addition to exceptionally beautiful windows and interior displays, arrangements were made with the Capitol theatre for an entire "Week of Fashion," expressed by means of models promenading at two performances daily.

Twenty young ladies were selected from the store's staff to act as mannikins. Their performance in displaying the new modes was worthy of the highest praise. In fact one spectator remarked that she had seen nothing better in Paris.

Much credit is due to these young ladies for the keen interest and loyalty which they displayed in their work, and Mrs. Clarke especially is to be commended for the care and pains she took in training them to the high standard

These H. B. C. Girls Staged Successful Fashion Show at Capitol Theatre, Calgary

of performance and stage presence they displayed throughout the entire week.

It is estimated that over 12,000 people attended these performances, which from a publicity standpoint should be of great benefit.

We do not know whether the elaborate preparations at the Capitol theatre inspired Mr. Neal, display manager, to out-do all previous efforts, but we do know that never have we seen finer opening windows than he arranged for Fashion Week.

The young ladies who acted as manikins were:

Miss Athey, Miss McColl, Miss O'Neal, Mrs. Barnett, Mrs. Garrioch, Mrs. Adshead, Miss Simpson, Miss Burton, Miss Kitson, Miss Rankin, Miss Waite, Miss Tyler, Miss Brett, Miss Stockton, Miss Raffon, Miss Hampton, Mrs. Taylor, Mrs. Redman, Mrs. Counsel, Mrs. Lewis.

Pages—Miss W. Hampton, Miss M. Chivers.

The Adventures of Sales Book No. 666

(*Continued from last issue*)

ONCE again I began to hope for better things when a little incident occurred which, while not big in itself and not known to anyone but myself, at the same time showed me what may be quite a loss to the Department.

It happened at noon. My owner was as usual at that time of the day alone at the counter, and was waiting on a customer when two more came to the Department, wishing to be attended to. However, the first customer soon decided on the article she wished to purchase and tendered the correct amount for it. My owner reached up to the desk, took a paper bag, put the article in it and handed it to the customer. She then handed the money to the cashier, saying, "I'll make you out a slip for that in a minute when I have attended to these other people." But I am sorry to say that by the time the other customers had left both the cashier and my owner had forgotten all about making the slip out.

The following day the audit department checked the cashier over four times trying to make her cash and saleslips agree, but were unable to do so. Mr. Cunningham, on looking over the daily report, seeing this cashier was over, questioned her to try and find out the cause, but she could not remember anything; the result was that the department was short that amount in their sales, and as I remarked before, the one item itself was not large, if done very often it would amount up in the course of a season.

However, the little incident I have just related is in a manner a digression as I was not actually affected by it, but another mistake made at the same time I am sorry to say did affect me. You will remember that two other customers were waiting to be attended to. Well, the first of these wished her parcel to be sent and gave her address—30th Avenue west. In her hurry my owner put down 13th Avenue west and did not repeat the address to the customer to make sure she had it correctly. The customer then asked if it would be delivered that afternoon, as it was important, and was assured that it would.

I expect you can figure out the result and understand how humiliated I felt to think that one of my saleslips should have been the cause of so much trouble and expense.

The parcel was taken to 13th Avenue west and brought back as a wrong address to the shipping room, where the city directory was referred to and the correct avenue ascertained; but by this time the last delivery had left for 30th Avenue, so it was put ready for the next morning's delivery.

About 5 p.m. the customer 'phoned up to learn why her parcel was not delivered, as some other things she had ordered at the same time had arrived. She was told of the mistake in the address and was asked if it would suit her if it was sent out in the morning, but said she was very sorry but she must have it at once as it was for use that evening.

Consequently a special delivery had to be made to cover my owner's carelessness. The last few of my saleslips were used correctly and I was turned into the desk for a new book. At night with a number of other used books I was taken to the fourth floor and in the morning we were sorted into numerical order and filed away for future reference. *The End*

Vernon Store News

E. W. CASPELL, Manager of the men's clothing department, and Mrs. Caspell, while camping at Okanagan lake, very kindly invited the staff to a corn roast at their camp.

This was taken full advantage of, and there was a dearth of corn in Vernon on the day following. A feature of the evening was a baseball game by the ladies in bathing customes.

Another diversion was picking the juvenile fraternity off the barb-wire entanglements with which Mr. and Mrs. Caspell had themselves surrounded.

J. A. Henderson, manager of the grocery department, has worn out five pairs of white duck pants, and his wife's temper, this summer in a frantic endeavour to play bowls. But, Excelsior! he has won a silver teaspoon in a tournament. He is thinking of getting photographed alongside it.

Orchardists report a fine apple crop throughout the Okanagan Valley. An average of thirty-five cars daily are being shipped out of Vernon alone. This is welcome news to the department managers who are holding their annual sale in October.

One of the Famous Okanagan Valley Orchards

The fall opening in our ready-to-wear department created quite a sensation in Vernon with its displays on live models. On both days the upper floor was crowded with interested femininity. Miss Eva Wiseman, of the department, made a particularly winsome and "lively" model. Another notable feature was the displaying of children's wear by Miss Phyllis Andrews, daughter of J. E. Andrews, manager of the dry goods department.

We are pleased to welcome Mr. H. Bassett, of the shoe department, returning from Vancouver, where he has been undergoing treatment at the General Hospital. The sea breezes and treatment combined have had a beneficial effect.

Miss Thatcher, of black children's hose fame, now suggests a display at the next opening event of hosiery on live models. They tell us a good live model display of hosiery may be seen on Vancouver's streets every day.

Mr. L. R. Barnett, general manager, accompanied by Mr. J. E. Andrews, dry goods buyer, have visited the H. B. C. European sample rooms at Calgary, making their purchases for Spring, 1922.

Mr. Caspell, men's furnishings buyer, has made his selections for Spring, 1922, from the H. B. C. European sample rooms at Calgary.

Miss M. Strange buyer for ready-to-wear department, spent two weeks at the coast purchasing for immediate delivery.

VANCOUVER

Retail Store Notes

Mr. W. W. Fraser, buyer for the china and glass department, has returned from a well earned rest. After enjoying the beauties of Vancouver, Mr. Fraser says he feels fit for another year at the head of his big department.

Miss Maude Stolliday, of the china section, spent two weeks at White Rock. Some one said she expects to have a summer home there next year.

Miss Dawson, of the Calgary china department and formerly of Vancouver, spent a few weeks in the city. Miss Dawson has accepted a position in the china section in the new Victoria store.

Now that the baseball season is at an end the boys are talking "hockey." With practically all of last year's players on the staff and some new material, H. B. C. should make as good a showing as they did last winter.

Departments one and two miss the smiling face of Miss J. MacVean. "Mac" left us last month to be married. Mr. Spink, assistant manager of the silks and dress goods, on presenting her with a handsome casserole and berry spoon, from the departments, made some very impressive and earnest remarks, when wishing her happiness and good luck.

Presentation to Mr. Porte

"I KNOW of no man anywhere who is more suitable for the position," said Mr. H. T. Lockyer, general manager of the store when he congratulated Mr. G. A. H. Porte on his promotion to manager of the new H.B.C. Victoria store.

Members of the staff gathered to wish Mr. Porte good luck on his new work and presented him with a handsome gold watch and chain and silver tea service as a mark of their esteem.

Mr. Porte has been connected with the Hudson's Bay Company for over twenty years, having risen from the position of bookkeeper to the important post he now holds. He expressed his great appreciation of the glowing terms of Mr. Lockyer's speech, and thanked the donors warmly for their gifts.

Miss C. Dennison, in the staples department, was presented on Wednesday, the 30th August, with a handsome gift from her fellow employees on the occasion of her leaving the store to be married.

Not nearly enough members of the Vancouver staff contribute to *The Beaver*. Come on, folks, send in something every month; it helps those whose work it is to give us this little magazine.

Tableau of Sale of Furs

H.B.C. Exhibits at Vancouver Fair

Admired by a Hundred Thousand People in All Walks of Life and from Many Parts of the World

By F. S. GARNER

FOR twelve years Vancouver has held an exhibition that places it in the forefront of all cities where an exhibition is held, but this year's exhibits surpass everything ever before attempted from a point of view of beauty, education and artistic merit. The crowning glory of all, as decided by the hundred thousand people who viewed it, was the effective tableaux

staged by the Company under the personal supervision of Vancouver store's display manager, Mr.C. Greer. Staged in the Manufacturers' Building, it occupied a space of twenty-five hundred square feet, and consisted of four units, which combined made one grand harmonious and interesting whole that will be remembered for years to come.

The first unit was a tableaux of the sale of furs in the late part of the seventeenth century, and in a spacious room with lofty ceiling and decorations of the Renaissance period, a member of the Hudson's Bay Company was shown kneeling before Prince Rupert presenting for sale the magnificent rich furs which were the products of the New World; and looking on were many other life-size figures of men and women clothed in gorgeous seventeenth century fripperies. The poses were particularly realistic, and the general effect carried the onlooker back to the Stuart period, making him ponder on the long and successful record of the Company.

In direct contrast was an adjacent modern scene of a trapper of today, sitting in his log shack amidst surroundings admirably conveying the wild sylvan beauty of the Northern fur country, with its accompanying waterfall adding extra realism to the theme. A couple of bear cubs in the foreground, with a mountain goat half hidden in shrubbery, completed the local color.

The display of Indian wood carving with its mysterious symbolism, and other historical relics of the Company was creative of great interest, a crowd of people six or seven deep being round the cases all the time.

The foreground of the exhibit, covering an area of one thousand square feet, was used as a general display of fashionable garments for women and children. The elegant promenade which served as a background to the fashion display was daintily enhanced by the careful grouping of plants and shrubbery and the outdoor effect obtained by the picturesque gravel walk with its embellishment of pools from which fountains played and goldfish swam, was striking in modern contrast to the severity and grandeur of the seventeenth century.

A little four-page pamphlet inviting visitors to the exhibition to make themselves at home at the Company's store during their stay in Vancouver, and quoting facts of an historical and local nature, as well as store happenings, was distributed freely, and greatly appreciated.

The plan throughout was carefully and intelligently carried out and undoubtedly upheld the dignity and *eclat* which is so intimately associated with Hudson's Bay Company's tradition.

The Ounce of Prevention

By J. W. FORD, M.D.

Almost everyone knows that colds, throat and bronchial troubles are more prevalent with the approach of winter. It therefore behooves everyone to take proper precautions to keep well. Avoid drafts and getting chilled or overheated. Have well ventilated rooms, eat moderately and drink plenty of water on rising, between meals and at bedtime. Wash hands with soap and water before eating. The Japanese custom of saluting instead of hand shaking is to be commended so that infection is not so likely to be carried from one person to another.

Trade Magazines and Sales Clerks

DO the buyers pass the trade journals around, so the sales people may read them? Perhaps they do, occasionally. But every trade paper that comes to the department should be shown to the sales people. From each edition the buyer gets many helpful bits of information that would also be useful to the clerk, but as these papers are generally glanced over and put aside, no one ever sees them again unless in a pile with other soiled books and catalogues. If the buyers would mark the interesting items and ask his clerks to read them over, he would soon create a demand for these magazines from the staff.

As a rule these articles are well written and contain very interesting matter. Ambitious clerks would appreciate the opportunity of reading them.

ONE of the store's sixteen price-comparison windows which were displayed early last month by H.B.C. Vancouver store as a visual and graphic demonstration of the fact that prices are down. The display pictured above illustrates that for the same sum as was required last year to purchase an evening gown, a woman's entire outfit may be obtained this Fall—including the evening gown.

Proving Prices are Down

A FEATURE event at the H.B.C. Vancouver store during the past month was the display of sixteen of their large show windows, showing comparison of prices between those of 1920 and those of fall 1921.

It was one of the most interesting events which has taken place in Vancouver store for some months and proved itself to be not only interesting to the purchaser who had provisions and groceries to buy but alike interesting to the men and women who had fall outfits to purchase and the prospective bride and groom who are looking forward to home-making.

H. B. C. Leases Land for Victoria Golf Course

THE Company has recently leased a part of its old Uplands Farm on Vancouver Island to the United Service Golf Club, and already great strides have been made in converting this tract of land into what promises to be one of the finest golf courses on the Pacific Coast.

The links are just across the road from the Uplands sub-division, and command splendid views. Some of the land is heavily timbered.

The preparation of the greens has been entrusted to Mr. T. B. Morrow, an expert.

Although a great amount of work yet remains to be done, it is fully expected that the links will be in good shape and ready for play early next summer.

The granting of this lease is quite a boon to Victoria, where another golf course is very much needed. The action of the Company is very much appreciated by the United Service Golf Club, and will be much appreciated by visitors who will undoubtedly take full advantage of the opportunity to play on the beautiful links now in course of construction.

Montreal Eastern Buying Agency News

During last month we had the pleasure of a visit from Mr. J. W. Frankish of the Winnipeg retail store.

We also were glad to welcome Mr. Lockey, of Edmonton, who was making his initial trip to Montreal and Eastern points as successor to Mr. W. G. Florence, who is now in Victoria.

Buyers visiting Montreal and the Eastern markets last month were:

Mr. Albert Sparling, of Vancouver retail; Mr. David Dale, of Vancouver retail; Mr. G. H. Edmison, of Calgary retail; Mr. J. H. Pearen, of Winnipeg retail; Mrs. L. McDermid, of Vancouver retail.

Salesmanship

SALES are made on confidence. People will not buy of you if they are suspicious or doubtful of you. The first principle of salesmanship is honesty.

No one who forgets what he says is a good salesman; and no liar has a memory so good that he can remen.ber all he says. Therefore a salesman must stick to the simple truth in order that all his energy and brain power may be devoted to making the sale.

Make good every promise—stated or implied. Guard against being misunderstood but give the customer the benefit of every doubt or misunderstanding.

Soon you will establish yourself as a salesperson to be relied upon. Once you gain that reputation with your customers, sales and success are incidental results.

NOT EVEN A COMBER

A man sat in a fashionable coiffeur's shop with his little daughter while his wife was having a marcel wave put in her hair. Stroking her father's gleaming head, the child suddenly piped.

"No waves for you daddy. You're all beach."

The Land of Silence

(*Continued from August-September issue*)

By GEORGE RAY, Moose Factory
Author of Kasba (White Partridge)

CHAPTER II

The R.N.W.M.P. Arrive on the Scene

THE following morning ushered in an unusually stirring day for the quiet and remote trading post. The family were at breakfast when a sudden commotion and uproar of dogs and a sound of voices at the front of the house announced the arrival of strangers.

"What is that!" exclaimed Mr. MacDonald, rising from his chair and walking to the window, whence he was followed by his whole family.

"New arrivals!" suggested his wife.

"They are strange dogs at any rate," announced the Chief Factor. "Two trains, it seems."

"And they are white men," contributed his wife.

"There must be someone of importance among them," cried his daughter, Marjorie, "for you see, there is a cariole."

"Why, it is the Mounted Police! announced Mrs. MacDonald suddenly.

"The Police!" exclaimed her son, Alec, with a start. His brow had a pucker of annoyance, and it was well that the others were so engaged with the new arrivals, otherwise it could hardly have escaped them that the young man attached more importance to the incident than it seemed to demand.

"Curse them, I wonder what has brought them into this part of the country again," he muttered.

"It is so indeed," said Mr. MacDonald, addressing his wife. "And it seems there is an officer among them," he added, as a man rose to his feet in the cariole.

"It is Inspector Blake," declared Marjorie a moment later, and as she pronounced the name a deep blush stole over her countenance.

"I believe you are right, dear child," said her father, examining the visitor with increased curiosity. "Go, Alec, welcome him, whoever he is, and show him in. Have someone direct his men where to tie their dogs.

The young man hesitated, then went out of the apartment with rather a sulky and reluctant manner to perform the task assigned him.

"The parson will thank God the police are here," continued MacDonald, turning to his wife with a smile. "Their presence will, no doubt, prevent further whiskey peddling among the Indians. For a long time he has been fairly yearning for their presence and to-day, you see, they arrive."

And now, while we are waiting for the inspector of police to put in an appearance, I may as well introduce the Chief Factor and his family more fully to my readers, for they are people with whom we shall have much concern in these pages.

The MacDonalds had been in the Hudson's Bay Company's service for so many years that the date on which the first whiskerless youngster had signed his first contract as an apprentice clerk, had been long forgotten in the long line of MacDonalds that followed. They had been giants, all of them, men built practically in the same mould; inheriting each from his father the same virtues and the same vices—men who had each lived as his father had done before him. One and all they had been obstinate, imperious, fiery tempered men; dealing out justice according to their own ideas of justice but, therewithal proverbially successful traders and among the most capable and potent officers of the day. The great Company had been more than a religion among them. Always they had loved it. To keep its secrets, defend its prestige no sacrifice had been too great.

Such had been the MacDonalds for time out of mind, and such in all respects was our Mr. MacDonald, the gentleman in charge of York Factory district. In other respects he was, if anything, superior to the average of the clan. Those whom he loved he loved dearly. Those whom he hated he did not ill use beyond the limit of justice. A constant, upright and sincere man was the Chief Factor.

In person he was a man of distinguished appearance—tall, strong, straight, keen-eyed, with a fine face—the face of a man to win respect, or enforce it.

Thirty years of married life had brought him but two children, a boy and a girl. This had been a great and bitter blow to the proud man, but a greater and still more bitter was in store. For when the boy—who had been named after his grandfather, the celebrated Alec MacDonald—grew up, he was so much unlike a MacDonald in character and appearance as he very well could be and still remain his father's son.

Considerably below the middle height, in form as plump as a partridge, Alec MacDonald had a round, fresh colored, baby face; large gray eyes, a weak chin, and what was absurd in a man, a red mouth. In character he was weak and vacillating, with a temperament as nervous and highly strung as any woman. In short, he was a weakling, moral and mental.

He had shown an early and marked distaste for the Company's business. The prestige and power of the Great Company did not amount to a "row of pins" to this young man, the last of a long line. He openly flouted the Company's invincibility and condemned its charter.

"Who can have put such ideas into the boy's head?" said the Chief Factor with suppressed fury in his voice, his face distorted with anger on the last occasion on which the subject was reverted to.

"Oh, do not be uneasy about it," returned the boy's mother, at once endeavouring to calm him.

"He is only a boy. He just repeats what he hears the engineers and other strangers say; and they have not the respect they should have for

ster of that ilk—after being properly impressed with the dignity of the occasion I warrant you—

the Hudson's Bay Company."

Here Mr. MacDonald interpolated an oath,

which the gentle little lady beside him did not hear.

"The boy's heart is all right, it is only youthful exuberance of spirits. I am sure when Alec grows older he will understand and be worthy of his father."

"And like his father," said her husband with an expression which denoted no great faith in her credulity, "he will owe all the good there is in him to you." And he kissed her affectionately, as was his habit.

But it can be easily understood that such heresy in his own son rankled in the breast of the proud parent. The intensely loyal man was wounded to the very heart. He found it difficult to forgive his son, firstly, for being mentally and physically so unlike his forebears—though as to that the young man could in no wise be held responsible, we should be reasonable even though we are fathers; secondly, for his guilty treachery to the one ideal of his clan—the Great Company. Gradually but surely the love of the downright old fellow was estranged from his first born and turned to his second. Alec had long felt that his father held him in contemptuous sufferance.

On the other hand, the fond mother was so infatuated with her boy that her love for him increased in proportion as his title to her affection diminished.

Mrs. MacDonald had been very pretty when, a slight girl, had given her hand to the young trader, but as she developed into womanhood she had become more attractive still; and now, after thirty years of married life, Mr. MacDonald thought her just as charming as when they had been married by the Bishop of Moosanee in the little galvanized church at York Factory.

In form she was a slender, well proportioned woman, still pretty in face, but with a look and manner of an invalid. In truth she was one, though not one of the moping, querulous sort by any means; rather her dainty sweetness, unassuming, quiet ways and tender smile won the hearts of all with whom she came in contact.

Still, very slowly, very steadily a malignant growth was sapping away her strength, all knowledge of which, however, she kept tightly locked in her own breast. Not even to the man whom she loved with a great and abiding love had she divulged the seriousness of her case. No word of complaint ever passed her lips; instead, unvarying cheerfulness marked the years of pain and suffering. As her strength declined so her gentleness increased. She retained her playful good humor; there was not a merrier laugh in the household than that of the mother, and this often after a night of sleeplessness and racking pain.

As for Marjorie, her father insisted that she was her mother over again. She was below the usual height, being slight and slender in all her proportions; her face oval in form; eyes large, brown, velvety, smiling, and fringed with long, silky, upcurling lashes; chin fine and pointed, while a roguish dimple twinkled in either cheek. It was a charming face. In years one would say she was eighteen, in form as perfect as in outline of face.

Not many minutes elapsed before the police officer entered with a hearty "How are you all?" same time endowed with the clearest judgment he had quickly risen in the profession.

"How are you, Inspector Blake?" boomed Mr. MacDonald, seizing the proffered hand and warmly shaking it. "I wish you a very hearty welcome, and hope you are not engaged in such severe and hasty duty as to be obliged to leave us immediately."

"Thank you, no, on the contrary I have orders to encamp in the neighborhood for some time."

"So much the better. For tonight your men shall get what they require; and I suppose it will not be a violation of your duties for you to take up quarters here for a few days—till such time as your camp shall be ready to receive you. We have a spare room and you will not cause us the slighest inconvenience."

"I am very much obliged to you, Mr. MacDonald," replied Blake, "and I shall avail myself of your hospitality. I was afraid you would have forgotten me," he added with a laugh.

"Forgotten you!" exclaimed Mrs. MacDonald with a bright smile, "why we were speaking of you only the other day and wondering what had become of you."

"And Marjorie recognised you as soon as you got out of the cariole," added the Chief Factor.

"I am happy that *you* have not forgotten me," said Blake in a low tone and at the same time offering his hand, which Marjorie took with a smile." And see, I have brought the books!" He placed about half a dozen books, carefully packed in thick brown paper, upon the table before the blushing girl, whose looks sufficiently expressed her thanks. "And I hope they will interest you as much as you anticipated."

At that moment there was a knock at the sitting-room door and Rev. Armstrong, the Anglican missionary, entered.

That there exists a strong prejudice against missionaries generally is a fact which may be held to be indisputable, but how strong soever this prejudice it must be recorded that nothing of the kind existed against Mr. Armstrong. He was a man of about the Chief Factor's own age and, judging from the fast friendship which endured between them, a man after his own heart. He was extremely popular in the district.

In stature he was considerably below the middle height, in form delicate almost to fragility; yet his powers of endurance were remarkable. His eyes, large and soft brown, were set back under bold brows. About the flexible mouth there lingered a gentle smile—and yet the lips could frame themselves for passionate utterances on occasions as we shall discover.

He had married to a lady of great personal and rare accomplishments, whom he tenderly loved and who was attached to him devotedly; but while giving birth to their first child, it had pleased God to take her to himself.

"I am rejoiced, my dear Inspector Blake to see you," Armstrong said, greeting the stranger. I saw you pass my window and hastened here to bid you welcome to our quiet solitude.

"You are very kind, replied Blake, "but I promised, if you remember, to pay York another visit."

Yes," returned the parson with his usual straightforwardness,"I know you did; but such promises are often made, no doubt seriously, but

He was an Englishman of five and twenty years of age, with a slender but strong and well knit frame. Bold even to rashness and at the

circumstances often prevent their fulfillment."

"And now pray tell us," asked Mr. MacDonald "where you have been all this time."

"But, my dear," interposed his wife gently, as Marjorie, who at a signal from her mother, had gone away, returned, "I am sure Mr. Blake would like to be shown his room."

"Of course! of course!" said the hospitable Chief Factor, angrily rating himself for his lack of consideration, before the officer could reply. "Come right along," and taking his guest by the elbow, he led him away.

"For a long time we have been yearning for some communication from the outside,"said Mrs. MacDonald with her customary kindness, and laying her hand on the missionary's arm in a friendly manner, "and now someone has arrived. You will, of course, come to supper and stay the evening, dear friend?"

"I shall be delighted," replied Armstrong with a thankful smile, "But really, you are too kind to a lonely old man."

"Mr. Armstrong," cried Marjorie, laughing and squeezing his arm, "you should have enquired of Mr. Blake for news of Bob."

"But my dear," said her mother with a slight laugh, "the Inspector came from Prince Albert by way of Le Pas."

"And my son is in Winnipeg," added the clergyman.

"Just the same," insisted the girl, "the Inspector might have been to Winnipeg and heard news of Bob."

"As you are so wise, my child," observed the clergyman, playfully pinching her ear, "why did you not ask the Inspector yourself?"

Before this question Marjorie fled in confusion, followed by the merry laugh of her mother.

Meanwhile, Mr. MacDonald had taken Blake to his room. "Here you are," he said, his eyes travelling with usual keen rapidity round the apartment. "Your men have brought in your things, it seems. There is plenty of hot water and, it appears, plenty of towels. It is easy to see that Marjorie has been attending to your wants. Now make yourself at home."

Blake promised that he would, and did, and I might as well say at once, that before the evening closed he had become as free and sociable with them all as if he had belonged for many years to the family.

Already the Inspector aspired to the hand of Marjorie. On his first visit, several months before, she had made a deep impression upon him. He fancied that she was not indifferent to him and entertained no doubt of his ultimate success.

Bold in all his undertakings, he made sure of final victory. Of course there was young Bob Armstrong to be reckoned with. This thought had caused the officer many hours of uneasiness, but bah! friends and playmates of a girl's youth are seldom dangerous! and by a bold attack he hoped to attain his end. The time was short however. His orders were to spend but a few weeks at York. He must first find out how he stood with the family; and then all would be easy sailing.

As for Marjorie, it would be idle to suppose that she had not early perceived how greatly attracted Inspector Blake had been by her charms. And if the truth must be spoken of our heroine as of other people, I will not deny that she had some feelings of triumphant satisfaction in the knowledge that she had the power to bring this young officer to her feet.

So we see, good as she was, our heroine was much like other women.

(To be continued)

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Our prices are fair; our merchandise is better than ever. Why postpone longer the purchase of real needs?

NOTE—Have you ever stopped to consider that a 33⅓% drop in prices exactly offsets an increase of 50%? Example: a pair of hose was $1.00; increased 50% equals $1.50; reduced 33⅓% equals a recession to the original price.

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VICTORIA, LETHBRIDGE, KAMLOOPS, VERNON, NELSON, YORKTON